

TEAMING FOR TOMORROW



**WELCOME TO THE 1st ANNUAL JOINT
TEAM APG**

**ADVANCED PLANNING BRIEFING
FOR
INDUSTRY (APBI)**

4-6 DECEMBER 2012

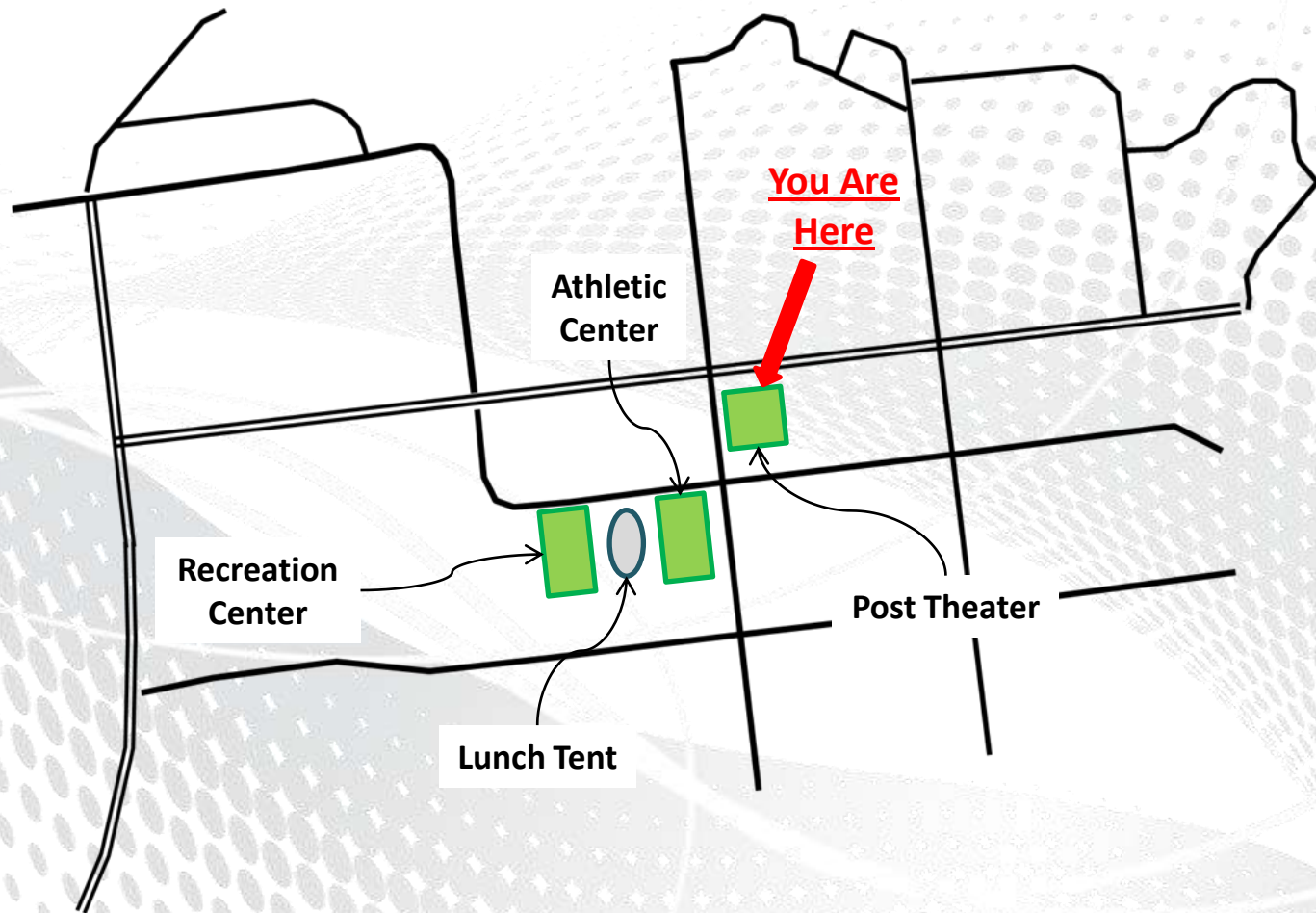
Day 1 Morning Agenda



TUESDAY, DECEMBER 4 – C4ISR COMMUNITY

- 0700-0830 **REGISTRATION / Refreshments / Networking and Exhibits- Recreation Center/ Athletic Center**
- 0900-0910 **Administrative Remark/Master of Ceremony**
Jeffrey Jurgensen
Introduction of Senior Mission Commander
Mr. Jeffrey Jurgensen
- 0910-0940 **APG Opening Ceremony (Installation & Mission Overviews)**
MG Robert S. Ferrell, Senior Mission Commander
- 0940-1020 **Army Contracting Command-Aberdeen Proving Ground (ACC-APG) Contracting Update**
Mr. Bryon Young Executive Director ACC-APG
- 1020-1100 **Logistics and Readiness Center (LRC) Business Opportunities**
Mr. Gary Salomon, Associate Director of Programs
- 1100-1140 **Software Engineering Center (SEC) Business Opportunities**
Mr. Steve Kovacs, Acting Director
- 1140-1330 **Lunch/Networking and Exhibits- Recreation Center/ Athletic Center**

APBI Map of Locations





ABERDEEN PROVING GROUND

APBI: *TEAMING FOR TOMORROW*

MG Robert S. Ferrell
Commanding General



4 December 2012



Why is APBI so critical for us all?

At Aberdeen Proving Ground – in 2012:

- ✓ More than **\$15.5 Billion** Dollars in Contract Obligations
- ✓ More than **42,000** Individual Contract Actions
- ✓ Nearly **20%** Awarded to Small Business





APG – A Unique Installation



- **72,000 acres**
- **More than 90 Organizations**
- **Workforce of about 22,000**
- **Largely civilian workforce**
- **Army's largest enhanced use leasing site**
- **Robust environmental program**
- **BRAC and APG**





Key APG Communities of Excellence

- **Public Health and Medical Research**
- **Test and Evaluation**
- **Research and Development**
- **Chemical, Biological, Radiological, Nuclear, and Explosives (Team CBRNE)**
- **Team Command, Communications, Computers, Intelligence, Surveillance, and Reconnaissance (Team C4ISR)**





Team C4ISR Leadership

Research and Development (AMC)



Jill Smith

Develops, adopts and adapts technologies to provide critical C4ISR capabilities



Acquisition and Fielding (ASA(ALT))

PEOs develop, acquire, field, and provide lifecycle management for assigned systems:



COL Carpenter

Integration and Interoperability of Systems



Stephen Kreider, Acting

Intelligence, Electronic Warfare, and Target Acquisition



MG N. Lee S. Price

Communications and Mission Command



Doug Wiltsie

IT Infrastructure, Communications and Business Systems



Maintenance and Sustainment (AMC)



MG Robert Ferrell

HW and SW maintenance and sustainment, interoperability testing, and information systems engineering for installations worldwide.



Bryon Young

Contracting support to the entire C4ISR community and APG





CECOM/C4ISR Office of Small Business Programs

- **Continue to improve the Early involvement in the acquisition process**
- **Continue emphasis on Subcontracting Surveillance and enforcement (Hired Subcontracting Program Manager)**
- **Target more specific outreach opportunities for CECOM/C4ISR Acquisitions Similar too:**
 - **WEBS (Full Set aside)**
 - **GTACS (partial Set aside)**
 - **SSES-NG (Partial Set aside)**
 - **TAOSS (Partial Set aside)**
 - **R23G (Reserve Strategy)**





Changes, Challenges, Choices and Opportunities

- **Rapid and Historic Change**
- **Challenges in an era of drawdown/reduced resources**
- **Challenges of new missions; refocus on Asia-Pacific**
- **Smaller Army – more agile, flexible, faster**
- **Still many opportunities out there**
- **APG well-positioned - Supporting key Army/DoD Missions**
- **Going to be a great APBI – *‘Teaming for Tomorrow’***



ABERDEEN PROVING GROUND

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ACC-APG CONTRACTING UPDATE

*Presented by Mr. Bryon J. Young
ACC-APG
4 December 2012*

Agenda



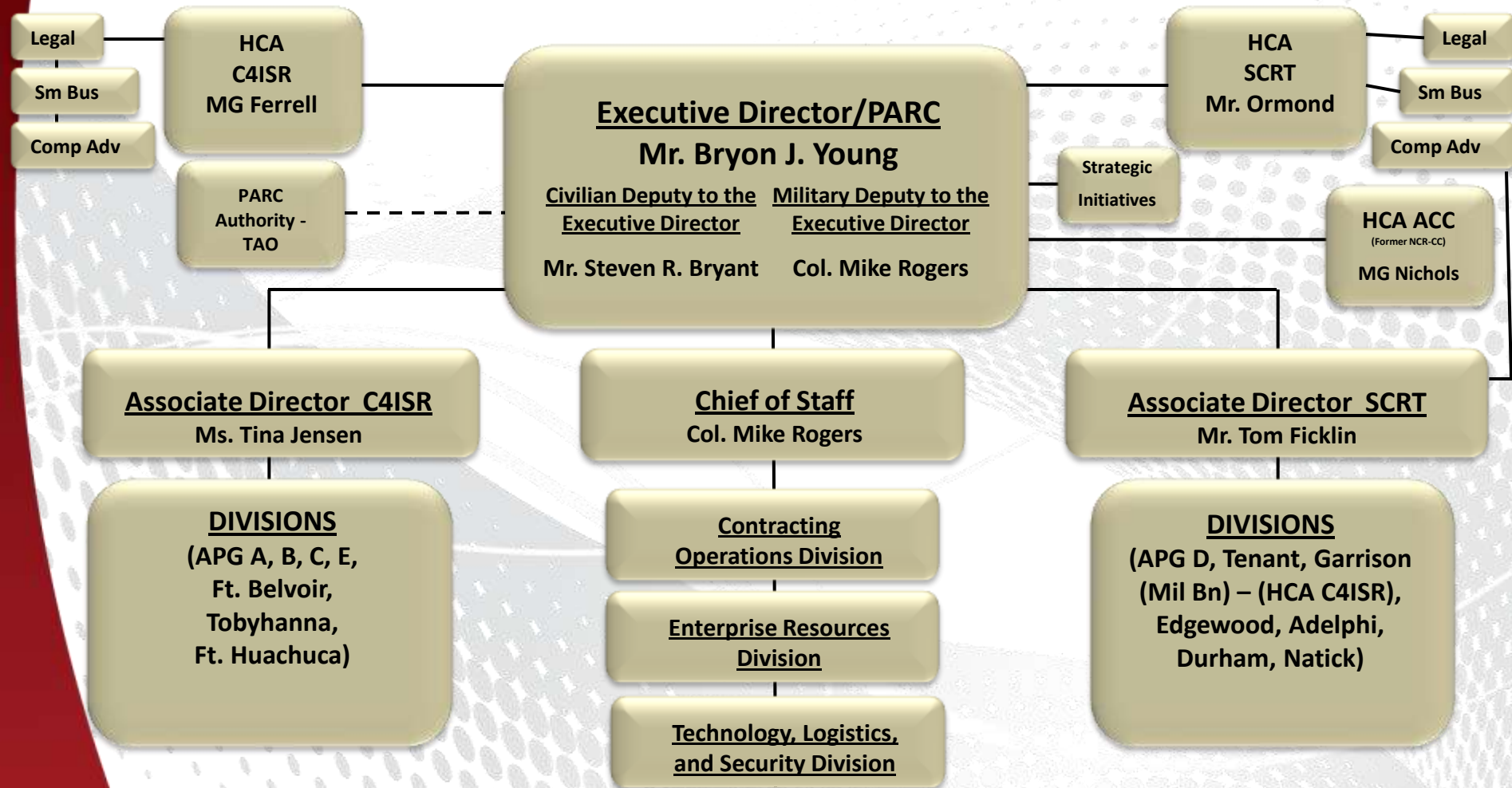
- **ACC-APG Consolidation**
- **ACC-APG Organizational Information**
- **How to Do Business with the Army**
- **Better Buying Power Initiatives**

ACC-APG Consolidation

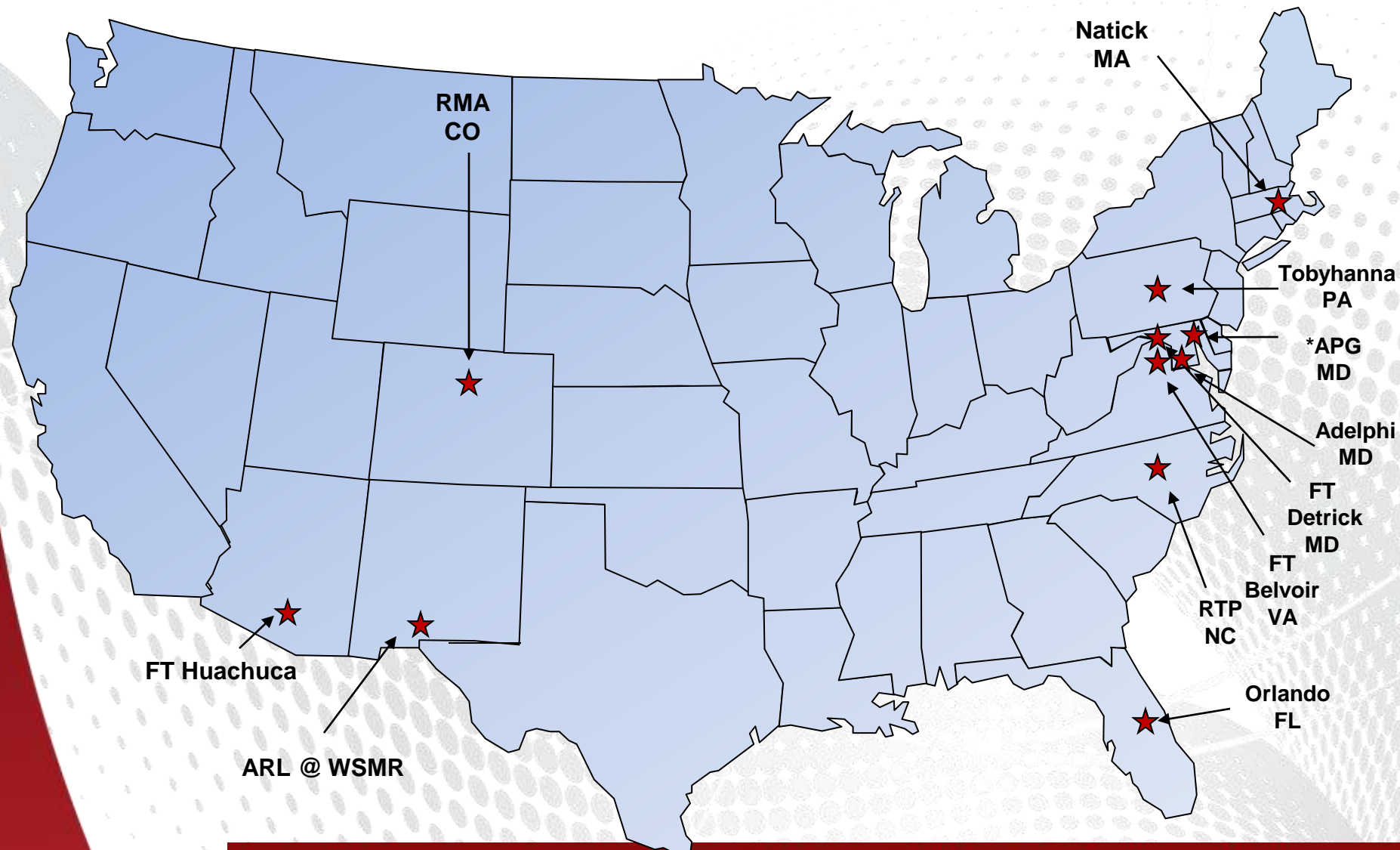


- **1 April 2011: Former ACC Executive Director directed the consolidation of the former ACC-APG (SCRT) and ACC-APG (C4ISR) Centers**
- **Consolidation strategy focused on developing single process for executing contracting support to C4ISR/SCRT customer base and ensuring a seamless transition for customers/industry**
- **Issues addressed:**
 - **BRAC Considerations**
 - **Two different contract writing systems**
 - **Varying funding profiles**

ACC-APG



ACC-APG Locations



APG- WHERE INNOVATION AND IMAGINATION PROTECT, ENABLE AND SUSTAIN OUR NATION'S WARFIGHTER TODAY AND TOMORROW



Army Contracting Command - APG

C4ISR Portfolio

Customer Support

Associate Director

Kristina Jensen

DIVISION A

Monique Fields
Chief

CERDEC
CERDEC LRC
MITRE

DIVISION B

Martha Mitchem
Chief

PEO C3T
PEO C3T LRC
TSWG
JIEDDO
R23G Homebase

DIVISION C

Greg Davies
Chief

PEO IEWS
PEO IEWS LRC
SCIF
Constant Hawk
S3 Homebase

DIVISION E

Deborah Rogers
Chief

LRC
SEC

BELVOIR DIVISION

Peggy Melanson
Chief

PM MEP
PM FLIR
PM CM & EOD
NVESD
PM PSE

HUACHUCA DIVISION

Debbie Parra
Chief

NETCOM

ISEC

TOBYHANNA DIVISION

Judy Haff
Chief

TYAD



Army Contracting Command - APG

SCRT Portfolio

Customer Support

Associate Director

Thomas Ficklin

DIVISION D

Sue Greider
Chief

PEO Soldier
REF
AWG
USASAC
ATEC
RDECOM-STTC
Rocky Mtn Arsenal
Pueblo Chemical
Depot
Umatilla

TENANT DIVISION

Renee Hodge
Chief

APG Tenant
contracting support
to mission

GARRISON DIVISION

Cynthia Phillips
Chief

LTC Derek Draper
Chief - 1 Apr 13
[HCA - C4ISR]

APG Garrison

EDGEWOOD DIVISION

Deborah Abbruzzese
Chief

JPEO CBD
RDECOM - ECBC
CMA

ADELPHI DIVISION

Lee Hess
Chief

RDECOM - ARL

NATICK DIVISION

Cheryl DeLuca
Chief

PEO Soldier
JPEO CBD
RDECOM - NSRDEC
PEO SCIE
NRC
NAVFAC

RESEARCH TRIANGLE PARK DIVISION

Patty Fox
Chief

RDECOM - ARL
USAITC

How to do Business with the Army



- Make yourself known to Government agencies – trade shows, industry days, conferences
- Know your NAICS (North American Industry Classification System) codes – this is one way buyers search for vendors
 - **Make sure your business is coded correctly in the BPN.gov (Business Partner Network)**
- Register at SAM.gov (System for Award Management)
- Register at and monitor Fedbizopps.gov for opportunities
- Register at reverse auctioning tools used by the Government (e.g. Fedbid.com)

Better Buying Power



Five Key Initiatives

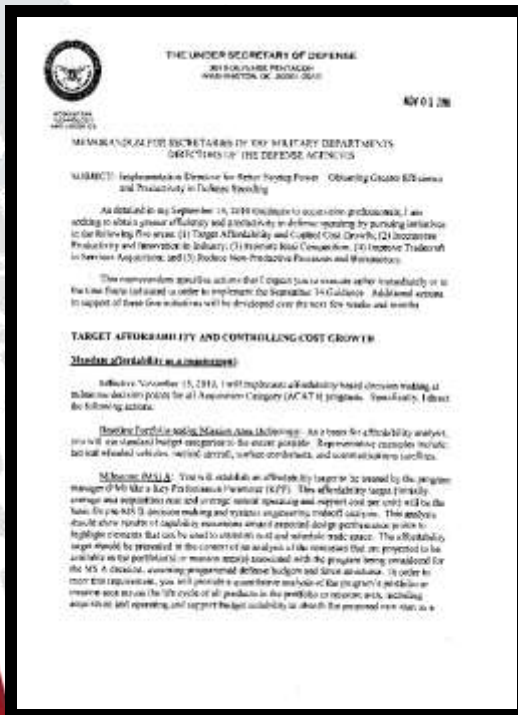
Target Affordability and Control Cost Growth

Incentivize Productivity & Innovation in Industry

Promote Real Competition

Improve Tradecraft in Acquisition of Services

Reduce Non-Productive Processes and Bureaucracy



OSD's Implementation Directive for Better Buying Power (3 Nov 10)

https://dap.dau.mil/policy/Documents/2011/Implementation_Directive_Better_Buying_Power_110310.pdf

Better Buying Power 2.0



Seven Key Initiatives

Achieve Affordable Programs

Control Costs Throughout the Product Lifecycle

Incentivize Productivity & Innovation in Industry

Eliminate Unproductive Processes and Bureaucracy

Promote Effective Competition

Improve Tradecraft in Acquisition of Services

**Improve the Professionalism of the Total
Acquisition Workforce**

ACC-APG Implementation of Better Buying Power Initiatives



- T&M Conversions
 - ACC-APG converted two T&M SETA contracts to CPFF saving our customer nearly \$9M in one year
 - ACC-APG converted a T&M Support contract to CPFF saving our customer \$4.1M in a six-month period
- Competing Former Sole Source Work (Eliminating Incumbency Bias)
 - Incumbent Bid - \$23.4M (essentially unchanged from sole source bid)
 - Successful Competitor - \$18.4M
 - Savings = \$5M (21%)



Questions?

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4-6 DECEMBER 2012



LOGISTICS AND READINESS CENTER OVERVIEW

***Presented by: Gary Salomon
Associate Director for Programs
04 December 2012***

The Scale of Our Support FY12



**\$537.9M in ACWF
Spares Repair &
Acquisition
To Support
45794 NSNs**

**\$766.4M
OMA Depot
Maintenance used in
Resetting the Force For
Major Items**

**\$36.1M OPA, \$24.9M ACWF,
\$989.9M OMA-D
funds obligated**

Business Matters

**FSD TSD Training Missions
\$380M on contract in support
of
Missions Supported: 5,036
Soldiers Trained: 30,728**

**\$1.287B
Foreign
Military
Sales**

**Rapid Response
\$541.5M Obligated**

Figures current as of Oct 2012



ENTERPRISE, SOLDIER AVIATION DIRECTORATE CONTRACTING OPPORTUNITIES

APG- WHERE INNOVATION AND IMAGINATION PROTECT, ENABLE AND SUSTAIN OUR NATION'S WARFIGHTER TODAY AND TOMORROW

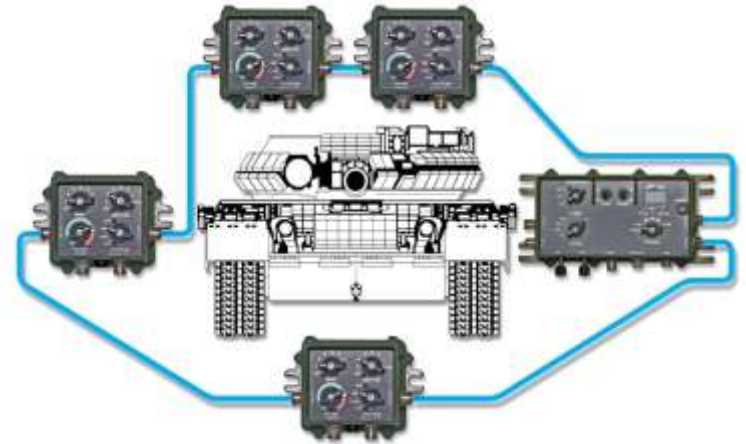
Vehicular Intercommunication System (VIS)

AN/VIC-3



- **Description:** VIS provides combat crewmembers with enhanced communications in the high-noise environments of both tracked and wheeled vehicles. Currently the VIS is installed in over 70 various Army and other service vehicle platforms. Each VIS configuration is installed as an individual kit

- This contract effort provides for the procurement of VIS Line Replaceable Units (LRUs) and Headsets



OPPORTUNITIES



TITLE: AN/VIC-3 LRUs and Headsets Sustainment Contract

CONTRACT TYPE: IDIQ (LIMITED SOURCE)

RANGE VALUE: \$114M - \$190M

KEY MILESTONES:

- ISSUE RFP: 2Q FY14**
- FORECAST AWARD: 3Q FY14**

CONTRACTING CONTACT: MATTHEW WOOLSTENHULME, 443-861-4541

SOLICITATION #: TBD

C-6533A Intercom



- Description:** The C-6533/ARC Intercom is a communication device that provides audio monitoring and voice transmission selection capabilities to multiple radio channels, as well as internal communications between pilot and crew on rotary wing aircraft.

- The C-6533A maintains the same physical characteristics, user interface, and performance of the C-6533/ARC. Production units have been installed into both the UH60A/L and the CH-47 for system compatibility checks. The redesigned system is essentially transparent to the user community with the exception of an enhanced volume control. Repair has been simplified by the reduction in number of sub-assemblies and utilization of commercially available components.



OPPORTUNITIES



TITLE: C-6533A Intercom Hardware Contract

CONTRACT TYPE: FFP/IDIQ

RANGE VALUE: \$10.5M - \$17.5M

KEY MILESTONES:

- ISSUE RFP: 4QFY13**
- FORECAST AWARD: 4QFY 13**

CONTRACTING CONTACT: BRUCE SHIVELY, 443-861-4524

SOLICITATION #: TBD



POWER & ENVIRONMENTAL DIRECTORATE CONTRACTING OPPORTUNITIES

Tactical Power Supplies: PP-6224 D/U and PP-2953 E/U



•**Description:** The PP6224/2953 are universal power supplies that provide 24-32V Direct Current (DC) up to 25AMP from a single phase Alternating Current (AC) source. These power supplies are used to power tactical radios and other end items such as Long Range Advanced Scout Surveillance Systems (LRAS3) in static locations

PP-6224



OPPORTUNITIES



TITLE: TACTICAL POWER SUPPLIES: PP-6224 D/U and PP-2953 E/U

CONTRACT TYPE: FFP 5-year IDIQ

RANGE VALUE: \$49.5M - \$82.5M

KEY MILESTONES:

- ISSUE RFP: EXPECT IN DEC 2012
- FORECAST AWARD: 3Q FY13

CONTRACTING CONTACT:

Diane Hample, Contracting Officer, 443-861-5065

Julie Bartlett, Contracting Officer, 443-861-4885

Bobbi Baldwin, Contract Specialist, 443-861-4880

SOLICITATION #: W15P7T-12-R-A307

SMALL BUSINESS



COMMAND CONTROL AND COMPUTERS TACTICAL DIRECTORATE CONTRACTING OPPORTUNITIES

SINGARS SPARES CONTRACT



- Description:** This contract will support the procurement of SINGARS sustainment spares. Examples of sustainment spares includes a variety Circuit Card Assemblies, Power Supplies, Mounting Bases, and Wiring Harness.

- This will be a two year Firm Fixed Price IDIQ contract.

A sample of these items is shown



AM-7238B/VRC



Handheld Remote Control
Radio Device, C-12493/U



Radio Frequency Power
Amplifier
AM-7238B/VRC

OPPORTUNITIES



TITLE: SINGARS SPARES CONTRACT (31 NSNS)

CONTRACT TYPE: FFP, 2- YEAR IDIQ

RANGE VALUE: \$34.5M - \$57.5M

KEY MILESTONES:

- ISSUE RFP: 1QTR FY13**
- FORECAST AWARD: 2QTR FY13**

CONTRACTING CONTACT: BRUCE SHIVELY, 443-861-4524

SOLICITATION #: TBD



RAPID RESPONSE PROJECT OFFICE CONTRACTING OPPORTUNITIES

R2-3G PROJECTED CONTRACTING OPPORTUNITIES - FY 2013



PRIMES

W15P7T-10-D-406 – Raytheon
W15P7T-10-D-415 – BAH
W15P7T-10-D-407 – BAE Systems
W15P7T-10-D-416 – DRS
W15P7T-10-D-408 – Northrup Grumman
W15P7T-10-D-417 – URS
W15P7T-10-D-409 – VSE
W15P7T-10-D-418 – GD
W15P7T-10-D-410 – CSC
W15P7T-10-D-419 – NCI
W15P7T-10-D-411 – ARINC
W15P7T-10-D-420 – ACET, INC
W15P7T-10-D-412 – CAS
W15P7T-10-D-421 – AASKI
W15P7T-10-D-413 – CACI
W15P7T-10-D-422 – TAMI
W15P7T-10-D-414 – Lockheed Martin
W15P7T-10-D-423 – R4

OPPORTUNITIES

- Saturn Arch, Desert Owl, Radiant Falcon
- Army Reserve Equipment Engineering, Maintenance and Logistics Readiness Support
- OSD/AT&L S&TS Acquisition/Financial Advisory & Modeling and Simulation Analytical Support
- USFOR-A Information and Knowledge Management Support
- North Atlantic Treaty Organization (NATO) Training Mission and Combined Security Transition Command (CTSC)
- 1C-130H-1-1 Performance Manual Update
- Engineering Services, Software Development and Repair Services for the Joint Tactical terminal Integrated Broadcast Services

FOR MORE INFORMATION ON R2 CONTRACT OPPORTUNITIES VISIT THE WEBSITE

<https://r2csr.army.mil> or contact PAMELA A.BRANNON, 443-861-5970

The forecast data is for planning purposes, does not represent a pre-solicitation synopsis, does not constitute an invitation for bid or request for proposal, and is not a commitment by the government to purchase the desired products and services.

APG- WHERE INNOVATION AND IMAGINATION PROTECT, ENABLE AND SUSTAIN OUR NATION'S WARFIGHTER TODAY AND TOMORROW



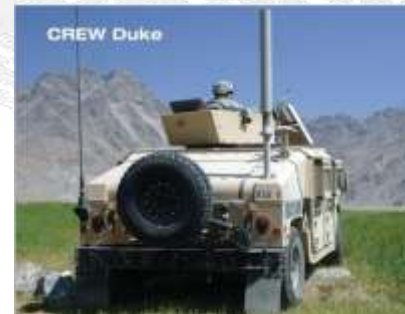
FIELD SUPPORT DIRECTORATE CONTRACTING OPPORTUNITIES

APG- WHERE INNOVATION AND IMAGINATION PROTECT, ENABLE AND SUSTAIN OUR NATION'S WARFIGHTER TODAY AND TOMORROW

C4ISR Systems Sustainment Support



- **DESCRIPTION:** Consolidates three prior task orders -CECOM C4ISR Regional Support Centers (RSCs), PM Ground Sensors systems support, and CREW systems support
- On Strategic Services Sourcing (S3) contract
- Scheduled end date: August 2013
- Cost Plus Fixed Fee (CPFF)
- Over 200 active customer accounts, support for over 100 different C4ISR weapons systems
- Six CONUS locations, two in Korea, three in Europe (Germany, Italy, Kosovo) and six major locations in SWA (plus satellite locations)



OPPORTUNITIES



TITLE: COMMAND, CONTROL, COMMUNICATIONS, COMPUTERS, INTELLIGENCE, SURVEILLANCE, RECONNAISSANCE (C4ISR) WEAPONS SYSTEMS OPERATIONS, INSTALLATION, LOGISTICS, MAINTENANCE, AND RELATED SUSTAINMENT SUPPORT

CONTRACT TYPE: CPFF, LIKELY UNDER S3 CONTRACT

PERFORMANCE PERIOD: AUG 2013 – AUG 2014

RANGE VALUE: \$187M - \$312M

KEY MILESTONES:

- **COMPLETE MARKET RESEARCH: 2QFY13**
- **ISSUE RFP: EARLY 3QFY13**
- **FORECAST AWARD: LATE 3QFY13**

TECHNICAL CONTACT: MICHAEL PETTITT, 443-861-6182

SOLICITATION: TBD

Joint Personnel Identification (JPI) Systems Operation And User Maintenance (OUM)



- **Description:** Joint Personnel Identification (JPI) systems provide biometrics collection, matching, storing and sharing capabilities
- Will replace current task order in support of Tactical Biometrics Systems
- Prior designation, S3 contract, S3R-0451
- Worldwide support effort; preponderance of effort is in Afghanistan



OPPORTUNITIES



TITLE: JOINT PERSONNEL IDENTIFICATION (JPI) SYSTEMS
OPERATION AND USER MAINTENANCE (OUM)

CONTRACT TYPE: CPFF

PERFORMANCE PERIOD: ESTIMATE SEP 2013 – SEP 2015

ESTIMATED VALUE: \$50M - \$100M

KEY MILESTONES:

- COMPLETE MARKET RESEARCH: TBD
- ISSUE RFP: 3QFY13
- FORECAST AWARD: TBD

CONTRACTING CONTACT: DEBBIE DEAN, 443-861-5385
SOLICITATION #: TBD

C4ISR Systems Operations, Installation, Logistics, Maintenance, And Related Sustainment Support For Elevated Sensors



- **Description:** Consolidates four prior task orders for operation, installation, training, and sustainment on and for elevated sensor weapons systems
- Includes BETSS-C, CERBERUS, RAID, and related REF-type elevated sensors
- On Strategic Services Sourcing (S3) contract
- Scheduled end date: September 2013
- Cost Plus Fixed Fee (CPFF)
- Effort is entirely focused on SWA but follow-on may encompass additional areas



OPPORTUNITIES



TITLE: C4ISR SYSTEMS OPERATIONS, INSTALLATION, LOGISTICS, MAINTENANCE, AND RELATED SUSTAINMENT SUPPORT FOR ELEVATED SENSORS

CONTRACT TYPE: CPFF

PERFORMANCE PERIOD: ESTIMATE SEP 2013 – SEP 2015

RANGE VALUE: \$148M - \$225M

KEY MILESTONES:

- COMPLETE MARKET RESEARCH: 2QFY13
- ISSUE RFP: 3QFY13
- FORECAST AWARD: EARLY 4QFY13

TECHNICAL CONTACT: MICHAEL PETTITT, 443-861-6182

SOLICITATION #: TBD

Information Technology And Tactical Communications Systems Training Support



Description: On prior APBI, briefed as S3R-0452, under S3 contract

- Focus is on IT training, mentoring, and field actions associated with systems and programs under PEO IEWS and PEO C3T
- Efforts include Mobile Training Teams (MTTs) and operation of nine “Army Data Universities,” CONUS and OCONUS, including at Kandahar Air Base in Afghanistan
- Requirement includes providing instruction for select network operations and related instruction / training



OPPORTUNITIES



TITLE: INFORMATION TECHNOLOGY AND TACTICAL COMMUNICATIONS SYSTEMS TRAINING SUPPORT

CONTRACT TYPE: FFP

PERFORMANCE PERIOD: ESTIMATE FEB 2013 – FEB 2015

RANGE VALUE: \$75M - \$125M

KEY MILESTONES:

- **COMPLETE MARKET RESEARCH: 4QFY12**
- **ISSUE RFP: 1QFY13**
- **FORECAST AWARD: 2QFY13**

CONTRACTING CONTACT: STEVEN FOSTER, 443-861-4842

SOLICITATION #: TBD

Joint NETOPS Control Center –Afghanistan (JNCC-A) Help Desk Support



Description: On S3 contract

- Provide JNCC-A Help Desk support for in-theater Warfighters under USCENTCOM
- Support for NATO Training Mission – Afghanistan (NTM-A), Combined Joint Task Force – 1 (CJTF-1), and Combined Forces Special Operations Component Command – Afghanistan (CFSOCC-A) by transferring skill required for operation of communications network to Afghan technical and military staff



OPPORTUNITIES



**TITLE: JOINT NETOPS CONTROL CENTER - AFGHANISTAN (JNCC-A)
HELP DESK SUPPORT**

CONTRACT TYPE: CPFF

PERFORMANCE PERIOD: ESTIMATE JUL 2013 – JUL 2015

RANGE VALUE: \$75M - \$125M

KEY MILESTONES:

- COMPLETE MARKET RESEARCH: TBD
- ISSUE RFP: 3QFY13
- FORECAST AWARD: 3QFY13

TECHNICAL CONTACT: MICHAEL PETTITT, 443-861-6182

SOLICITATION #: TBD

Foreign Military Assistance Team (FMAT) Foreign Military Sales (FMS) Security Assistance Management Directorate (SAMD) Support



Description: New effort, to be competed through GSA BPA

- Focus is on C4ISR-related training and mentoring support for partner nations through SAMD and the US Government FMS process, under DoD security assistance and security cooperation programs
- Effort will require fielding of small, specialized teams, on limited duration missions, to remote locations worldwide



OPPORTUNITIES



TITLE: FOREIGN MILITARY ASSISTANCE TEAM (FMAT) FOREIGN MILITARY SALES (FMS) SECURITY ASSISTANCE MANAGEMENT DIRECTORATE (SAMD) SUPPORT

CONTRACT TYPE: CPFF

PERFORMANCE PERIOD: ESTIMATE FEB 2013 – FEB 2015

RANGE VALUE: \$18.7M - \$31.2M

KEY MILESTONES:

- COMPLETE MARKET RESEARCH: 1QFY13
- ISSUE RFP: 1QFY13
- FORECAST AWARD: 1QFY13

TECHNICAL CONTACT: MICHAEL PETTITT, 443-861-6182

SOLICITATION #: TBD

Afghan National Security Forces (ANSF) HF Radio And Systems Engineering Technical Assistant (SETA) Support



- **Description:** Awarded on R23G contract, Sep 2012
- One option year
- Focus is on training and mentoring Afghan National Army (ANA) soldiers to maintain, support, and operate HF radios provided via US Foreign Military Sales (FMS) case
- Secondary effort is SETA training and mentoring support to ANSF (ANA and Afghan National Police (ANP))
- In-Theater customer is NATO Training Mission - Afghanistan (NTM-A) / Combined Security Transition Command Afghanistan (CSTC-A), Deputy Commander Support Programs (DCOM-SPO)



OPPORTUNITIES



TITLE: AFGHAN NATIONAL SECURITY FORCES (ANSF) HF RADIO AND SYSTEMS ENGINEERING TECHNICAL ASSISTANT (SETA) SUPPORT

CONTRACT TYPE: CPFF

PERFORMANCE PERIOD: SEP 2014 – SEP 2016

RANGE VALUE: \$27M - \$45M

KEY MILESTONES:

- COMPLETE MARKET RESEARCH: TBD
- ISSUE RFP: 3QFY14
- FORECAST AWARD: 4QFY14

TECHNICAL CONTACT: MICHAEL PETTITT, 443-861-6182

SOLICITATION: TBD

Field Support Directorate (FSD) Acquisition and Logistics Management Support Services



- **Description:** Awarded on R23G contract, Sep 2012
- Focus of support is at Aberdeen Proving Ground but also includes limited staff support for RESET mission and C4ISR systems integration and installation support at other CONUS locations



OPPORTUNITIES



TITLE: FIELD SUPPORT DIRECTORATE (FSD) ACQUISITION AND LOGISTICS MANAGEMENT SUPPORT SERVICES

CONTRACT TYPE: CPFF

PERFORMANCE PERIOD: SEP 2015 – SEP 2017

RANGE VALUE: \$6M - \$10M

KEY MILESTONES:

- COMPLETE MARKET RESEARCH: TBD
- ISSUE RFP: 3QFY15
- FORECAST AWARD: 4QFY15

TECHNICAL CONTACT: MICHAEL PETTITT, 443-861-6182

SOLICITATION #: TBD

Tactical & Information Technology Systems Training



- **Description:** On GSA
- Focus is quick reaction response to short notice training mission requirements and support of Tactical and Information Technology systems training development, delivery and mentoring.
- Support for systems such as IT based, power, detection and platform instruction including developmental stages of instruction and certifications.
- Effort includes deployed training requirements in support of rapidly emerging technologies and incorporating into the tactical network architecture.



OPPORTUNITIES



TITLE: TACTICAL & INFORMATION TECHNOLOGY SYSTEMS TRAINING

CONTRACT TYPE: FFP/TM (Hybrid)

PERFORMANCE PERIOD: SEP 2013 – SEP 2015

RANGE VALUE: \$28.5M - \$47.5M

KEY MILESTONES:

- COMPLETE MARKET RESEARCH: 3QFY13
- ISSUE RFP: 4QFY13
- FORECAST AWARD: 4QFY13

TECHNICAL CONTACT: MICHAEL PETTITT, 443-861-6182

SOLICITATION #: TBD

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**ADVANCED PLANNING BRIEFING
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4-6 DECEMBER 2012



SOFTWARE ENGINEERING CENTER (SEC) SMALL BUSINESS OPPORTUNITIES

*Presented by Mr. Steve Kovacs
Acting Director, SEC
4 December 2012*

SEC Overview



Mission: Provide life cycle software solutions and services that enable Warfighting superiority and information dominance across the enterprise.

Domains:

- ❖ [Tactical Communications](#)
- ❖ [Satellite Communications](#)
- ❖ [Joint Networks](#)
- ❖ [Mission Command](#)
- ❖ [Intelligence](#)
- ❖ [Electronic Warfare, Avionics, Sensors](#)
- ❖ [Fires](#)
- ❖ [Logistics Systems](#)
- ❖ [Business Systems](#)
- ❖ [Enterprise Solutions](#)
- ❖ [Field Software Engineering](#)



LIFE CYCLE



SEC Overview (continued)



PERSONNEL:

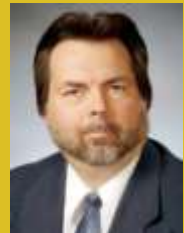
- Over 4,936 engineering and acquisition professionals worldwide

BUDGET:

- FY-13 Budget \$1.27B
 - \$700M Direct
 - \$575M Customer Support



SEC Leadership



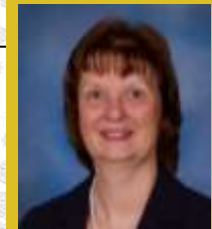
Business
Operations Directorate
(E. Wuytsick)
(E. Hitti)



Military Deputy
Director
(LTC T. Gloor)



Acting Director
(S. Kovacs)



Information Officer
(J. Pinsky)



Warfighter
Mission Area
Director
(J. Ingraio)



Business
Mission Area
Director
(G. Lichvar)



Enterprise Services
Mission Area
Director
(M. Abuhantash)



Command &
Control Solutions
Directorate
(L. Heidelberg)
(C. Sanchez)



Communications
Directorate
(J. Fisher)
(W. Young)



ISR Directorate
(M. Shoultz)
(M. Crapanzano)



Tactical Logistics
Directorate
(R. Daniels)
(E. Bothe)



Logistics Enterprise
Directorate
(R. Medley)



Enterprise Solutions
Directorate
(M. Hosson)
(J. Ervin)



SW Support
Services Directorate
(A. Rodriguez)
(F. Mayer)



Field Support
Directorate
(C. Cantrell)
(R. Morace)

SEC Worldwide Support



Software Engineering Locations:

- ★ APG, MD – HQs SEC, Communications, MC, IEW, FP, Business, Logistics, Enterprise Services
- ◇ Fort Sill, OK (Fires)
- ◇ Fort Huachuca, AZ (Intelligence Fusion)
- ◇ National Capital Region (Enterprise Solutions)
- ◇ Fort Lee, VA (Retail Logistics and Business Systems)
- ◇ Chambersburg, PA (Logistics Systems)
- ◇ St. Louis, MO (Logistics Systems)
- ◇ Marlton, NJ (Logistics Systems)

Field Sites:

- Kaiserslautern, Germany
- Seoul, South Korea
- Kuwait
- Bagram, Afghanistan
- United States:
 - Atlanta, GA
 - Fort Bragg, NC
 - Fort Hood, TX
 - Fort Gordon, GA
 - Fort Campbell, KY
 - Fort Detrick, MD
 - Joint Base Lewis/McChord, WA
- Field Software Engineers forward deployed with units worldwide (24 x 7 Customer Support)

OPPORTUNITIES



TITLE: SOFTWARE AND SYSTEMS ENGINEERING SUPPORT NEXT GENERATION (SSES NexGen)

DESCRIPTION: The product and services to be performed under the resulting contract will consist of system life cycle software support that spans over the entire system life cycle phases.

The SEC is looking for expertise in three main mission areas:

- Warfighter mission area
- Business & logistics mission area
- Enterprise services mission area

The forecast data is for planning purposes, does not represent a pre-solicitation synopsis, does not constitute an invitation for bid or request for proposal, and is not a commitment by the government to purchase the desired products and services.



OPPORTUNITIES

TITLE: SOFTWARE AND SYSTEMS ENGINEERING SUPPORT
NEXT GENERATION (SSES NexGen)

**Multiple award, Indefinite Delivery/Indefinite Quantity (IDIQ) contract
Partial small business set-aside (Restricted Suite)**

ESTIMATED VALUE: \$7,000,000,000 / 5 YEARS

CONTRACT TYPE: CPFF/FFP/T&M

FUTURE TASK ORDERS ISSUES UNDER NEXGEN:

- **Estimated at \leq \$4M** competed/awarded under restricted suite
- **Estimated at $>$ \$4M** competed/awarded under the unrestricted suite

KEY MILESTONES:

- **Restricted Suite Anticipate Award:** 2Q FY13
➤ **CONTRACTING CONTACT:** Kathleen Hageman, 443-861-4830
- **Unrestricted Suite Awarded:** 1Q FY13

The forecast data is for planning purposes, does not represent a pre-solicitation synopsis, does not constitute an invitation for bid or request for proposal, and is not a commitment by the government to purchase the desired products and services.

SSES NexGen Primes [Unrestricted Suite]



E001 - Science Applications International Corporation (SAIC)

E002 - BAE Systems, Inc.

E003 - Sotera Defense

E004 – Lockheed Martin Integrated Systems

E005 – ManTech Sensor Technologies, Inc.

E006 – Engility Corporation

E007 – Booz Allen Hamilton Inc

E008 – Adams Communication & Engineering Technology, Inc (Small Business)

E009 – Northrop Grumman

E010 - CACI

E011 – CGI Federal

OPPORTUNITIES \$25M and Over



| FY 13 | EXPECTED AWARD DATE | Directorate | SYSTEM/PROJECT |
|---------|---------------------------|-------------|--|
| 2nd QTR | 1-Feb-13 | ESD | Enterprise Information Management (ADCCP) |
| 2nd QTR | 18-Mar-13 | ISR | ARAT |
| 3rd QTR | 16-May-13 | ISR | Ground Station Branch (GSB) Software Support |
| 3rd QTR | 23-May-13 | COMM | Communications Software Support |
| 4th QTR | 13-Aug-13 | S3D | Enterprise Infrastructure for S3D |
| 4th QTR | 21-Aug-13 | ESD | Data Strategy & Services |
| 4th QTR | 21-Aug-13 | ISR | DCGS-A Technology Insertion Support |
| 4th QTR | 30-Aug-13 | COMM | Engineering, Software and Technology Integration |
| 4th QTR | 1-Sep-13 | ESD | ASD Systems Eng Support |
| 4th QTR | 10-Sep-13 | ISR | DCGS-A Cloud Tech Support |
| 4th QTR | 11-Sep-13 | FSD | CENTCOM Field Spt Svcs |
| 4th QTR | 20-Sep-13 | ISR | DCGS-A SW Engineering and Sustainment |
| 4th QTR | 25-Sep-13 | ISR | DCGS-A DIB and Data Fusion Support |
| 4th QTR | 25-Sep-13 | FSD | Field Support Services |

The forecast data is for planning purposes, does not represent a pre-solicitation synopsis, does not constitute an invitation for bid or request for proposal, and is not a commitment by the government to purchase the desired products and services.

OPPORTUNITIES

\$4M to \$25M



| FY 13 | EXPECTED AWARD DATE | Directorate | SYSTEM/PROJECT |
|---------|---------------------------|-------------|---|
| 2nd QTR | 14-Mar-13 | ISR | ISR/ARAT SETA |
| 2nd QTR | 28-Feb-13 | C2SD | IV & V |
| 2nd QTR | 18-Feb-13 | ISR | Test Support |
| 2nd QTR | 9-Feb-13 | TLD | PBUSE |
| 3rd QTR | TBD | C2SD | GCCS-A (Global Cmd & Control System-Army) |
| 3rd QTR | TBD | C2SD | DRRS-A (Defense Readiness Report System-Army) |
| 3rd QTR | 18-Jun-13 | ISR | DCGS-A SW Sustainment |
| 3rd QTR | 26-May-13 | ISR | JUMPS |
| 3rd QTR | 31-May-13 | COMM | Switches and Network Systems |
| 4th QTR | 8-Sep-13 | OD | Engr. Adm. Support |
| 4th QTR | 24-Sep-13 | C2SD | FBCB2 |
| 4th QTR | 30-Aug-13 | ISR | Sensors Support |
| 4th QTR | 3-Sep-12 | ISR | GRCS Support |
| 4th QTR | 10-Sep-13 | ISR | DCGS-A Tech Support to SWA |
| 4th QTR | 25-Sep-13 | ESD | ASD Development Support |
| 4th QTR | 27-Sep-13 | ISR | DCGS-A SW Architecture Suport |

The forecast data is for planning purposes, does not represent a pre-solicitation synopsis, does not constitute an invitation for bid or request for proposal, and is not a commitment by the government to purchase the desired products and services.

OPPORTUNITIES

\$4M and Below



| FY 13 | EXPECTED AWARD DATE | Directorate | SYSTEM/PROJECT |
|---------|---------------------------|-------------|---|
| 3rd QTR | 24-Apr-13 | LED | IT Support Services |
| 3rd QTR | 12-Apr-13 | C2SD | Battle Command |
| 3rd QTR | 27-Jun-13 | COMM | MIDAS |
| 3rd QTR | 18-Jun-13 | TLD | AFMIS PPSS |
| 4th QTR | 7-Sep-13 | ESD | Allegheny |
| 4th QTR | 24-Sep-13 | ESD | TFMD |
| 4th QTR | 15-Aug-13 | BOD | Facilities and Logistics Support |
| 4th QTR | 15-Sep-13 | TLD | IFS |
| 4th QTR | 1-Jul-13 | S3D | Certification and Accreditation Support |

The forecast data is for planning purposes, does not represent a pre-solicitation synopsis, does not constitute an invitation for bid or request for proposal, and is not a commitment by the government to purchase the desired products and services.

SEC Set-Aside/8(a) Program



| EXPECTED AWARD DATE | Directorate | SYSTEM/PROJECT |
|---------------------------|-------------|--|
| 29-Sep-12 | ESD | ESD Admin and logistical support |
| 30-Dec-12 | TLD | STAMIS PDSS |
| 29-Sep-13 | TLD | PBUSE Servers Maintenance Renewal 8(a) |
| 29-Sep-14 | TLD | PBUSE Servers Maintenance Renewal 8(a) |
| 1-Jun-15 | TLD | Army Food Management Info System (AFMIS) |
| 30-Aug-15 | TLD | Hardware Software Integration Facility (HSIF) |
| 29-Sep-15 | TLD | PBUSE Servers Maintenance Renewal 8(a) |
| 30-Dec-15 | TLD | STAMIS PDSS |
| 29-Sep-16 | TLD | PBUSE Servers Maintenance Renewal 8(a) |
| 29-Sep-17 | TLD | PBUSE Servers Maintenance Renewal 8(a) |
| TBD | S3D | Contract for Certification & Accreditation Support |
| TBD | ISR | Program Management Support |

The forecast data is for planning purposes, does not represent a pre-solicitation synopsis, does not constitute an invitation for bid or request for proposal, and is not a commitment by the government to purchase the desired products and services.

QUESTIONS

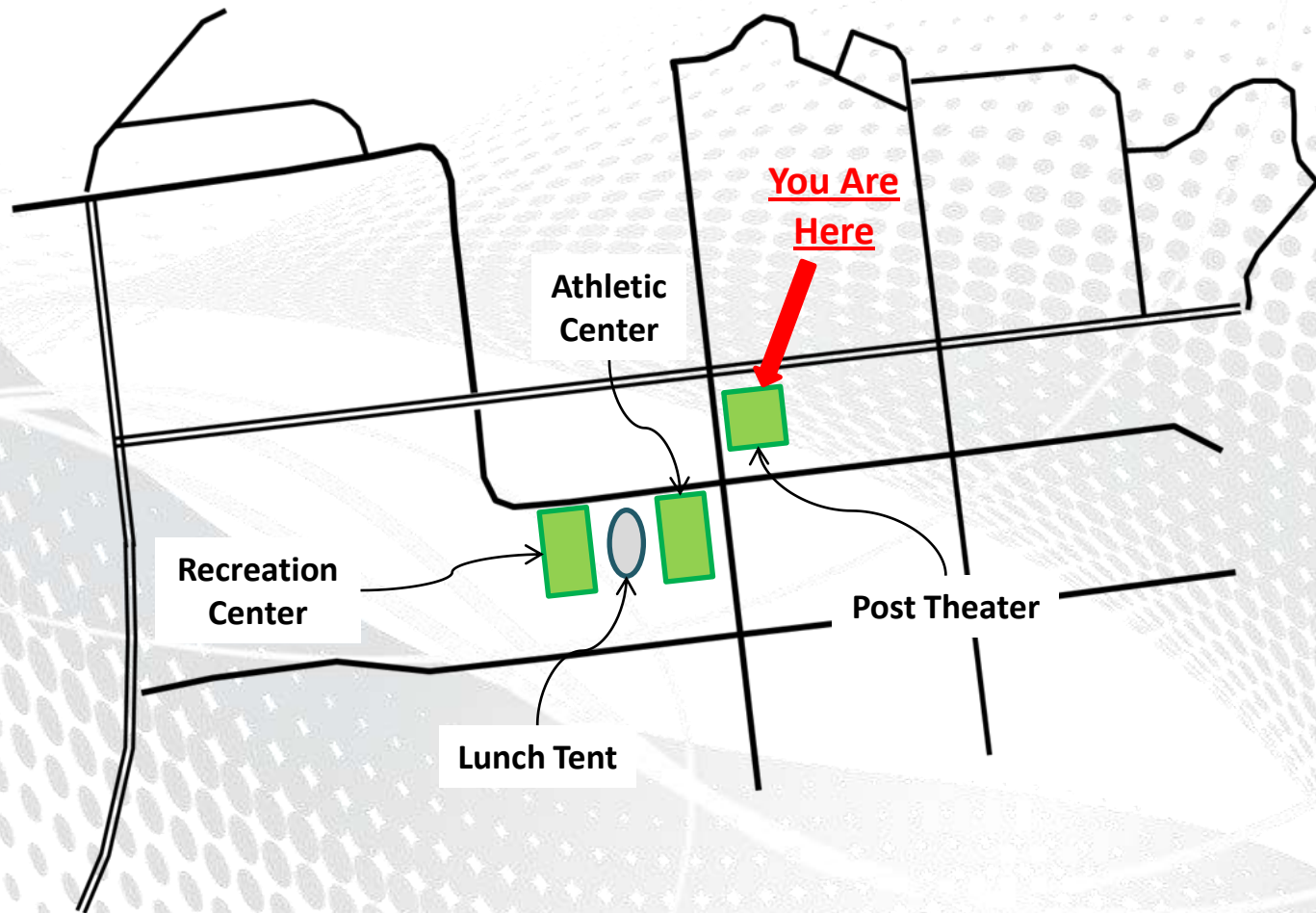


At the end of the day.....



.....It's all about the Warfighter

APBI Map of Locations



Day 1 Afternoon Agenda



Introduction of Small Business Speakers

- 1330-1400 Mr. Kenyata L. Wesley CECOM OSBP Chief Associate Director
Department of Army Small Business Director
Ms. Tracey Pinson
- 1400-1430 **AMC Office of Small Business Programs Director**
Ms. Nancy Small
- 1430-1500 **DoD Office of Small Business Programs Director**
Mr. Andre Gudger
- 1500-1530 **Organizational Conflicts of Interest (OCI) Briefing**
Ms. Maria Esparraguera, CECOM Chief Counsel
- 1530-1615 **Keynote: Principal Military Deputy to the Assistant Secretary of the Army**
LTG William N. Phillips
- 1615- 1650 **Program Executive Office for Command, Control and Communications-**
Tactical (PEO C3T)
Mr. Robert Golden, Technical Information Liaison Officer
- 1650-1730 **Program Executive Office for Intelligence, Electronic Warfare & Sensors**
(PEO IEWS)
Mr. Michael Madden, Director of Contract Planning
- 1730-1745 **FINAL Wrap Up**
- 1800-2030 **Networking Reception- Top of the Bay**

TEAMING FOR TOMORROW



**WELCOME TO THE 1st ANNUAL JOINT
TEAM APG**

**ADVANCED PLANNING BRIEFING
FOR
INDUSTRY (APBI)**

4-6 DECEMBER 2012



DEPARTMENT OF THE ARMY
OFFICE OF SMALL BUSINESS PROGRAMS

BUILDING THE FUTURE OF THE ARMY THROUGH SMALL BUSINESS

Advance Planning Briefing for Industry and Small Business Forum

4 December, 2012

Ms. Tracey Pinson

Director, Office of Small Business Programs
Office of the Secretary of The Army

AMERICA'S ARMY:
THE STRENGTH OF THE NATION™





Vision

To be the premier advocacy organization committed to maximizing small business opportunities in support of the Warfighter and the institutional transformation of the Army.





OSBP Responsibilities

- Advise the Secretary of the Army and the Army Leadership on Small Business Related Matters
- Spearhead Innovative Initiatives that Contribute to expanding the Small Business Industrial Base Relevant to the Army Mission and Priorities
- Leverage the Use of Minority Serving Educational Institutions in Support of Army Science and Technology Programs





President Obama on Small Business

“Small businesses create two out of every three jobs in this country. So our recovery depends on them. And if we want to keep America moving forward, we need to keep investing in our small businesses. This is, by the way, more important than just our economy. It’s also about who we are as a people.”

“Small businesses are the backbone of our economy. They are central to our identity as a nation.”

Remarks by the President on the Small Business Jobs Initiatives, 28 July 2010.





Secretary of Defense on Small Business

“Dynamic small businesses play a central role in strengthening the Department of Defense industrial base and improving our acquisition outcomes. Small businesses not only lead the Nation in innovation, they are also proven drivers of competition and incubators for business growth. Increasing small business contracting opportunities is a priority of mine, and also of President Obama, who has said, ‘If we want to keep America moving forward, we need to keep investing in our small businesses.’”

U.S. Secretary of Defense Leon Panetta in a 24 August 2011 memo to the Secretaries of the Military Departments, Chairman of the Joint Chiefs of Staff, Directors of Defense Agencies, and Directors of DoD Field Activities





Secretary of the Army on Small Business

“A critical component of our industrial base is formed by our small business partners, whose contributions drive innovation in the production of goods and services the Army uses. The Army has a strong record of small business partnership that consistently exceeds goals within the Department of Defense.”

*U.S. Secretary of the Army John McHugh
Letter to Small Business Administrator, Karen Mills*





Army Small Business Performance FY11 vs. FY12

| Program | FY11 | FY12* | FY12 DoD-Assigned Army Goal |
|---|----------|----------|--------------------------------|
| US Business | \$90.51B | \$81.60B | |
| Small Business | \$23.67B | \$22.29B | 27.84% |
| | 26.16% | 27.32% | |
| Small Disadvantaged | \$9.48B | \$8.94B | 9.00% |
| | 10.47% | 10.97% | |
| Women-owned | \$4.11B | \$3.74B | 4.25% |
| | 4.54% | 4.58% | |
| HUBZone | \$4.6B | \$3.37B | 4.50% |
| | 5.08% | 4.13% | |
| Veteran-Owned | \$4.11B | \$4.65B | |
| | 4.54% | 5.69% | |
| Service-Disabled Veteran-Owned | \$3.21B | \$3.26B | 3.00% |
| | 3.55% | 3.99% | |

Source: FPDS-NG Data as of 11/30/2012

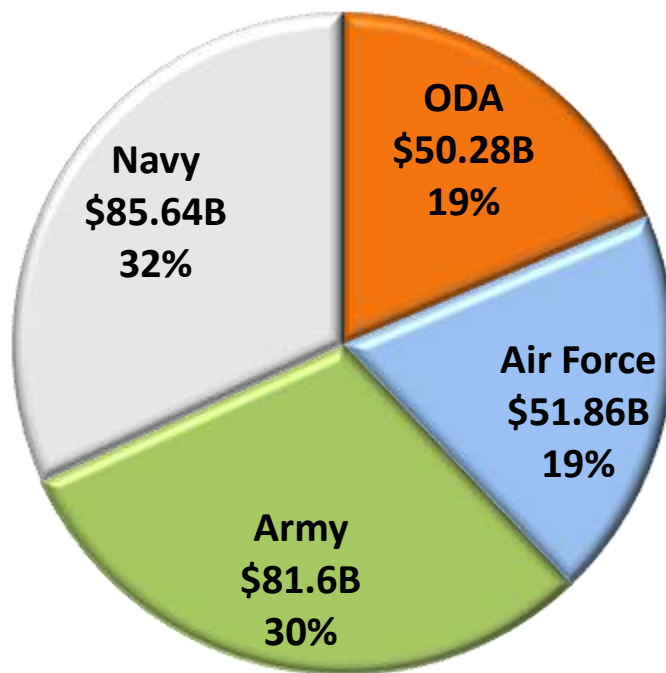
*FY12 data is preliminary and has not yet been verified by the SBA





FY12 DoD Small Business Program Spend by Agency

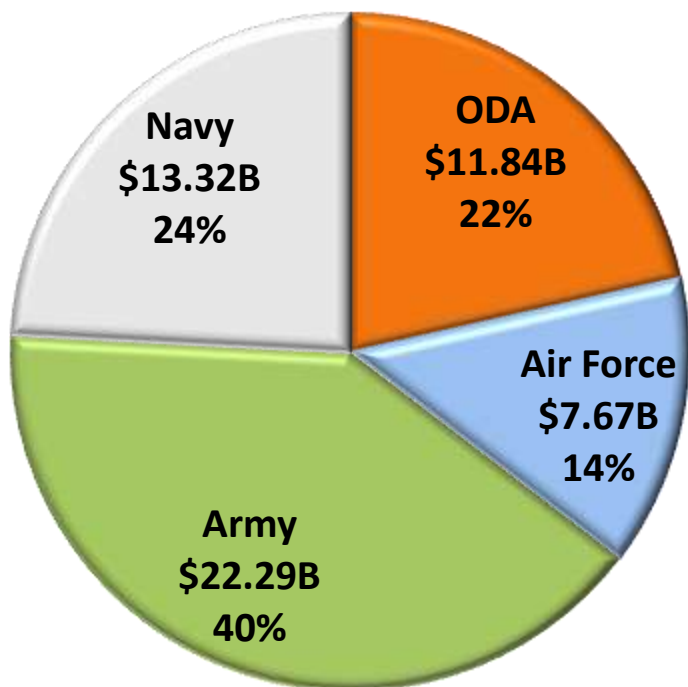
Total Spend



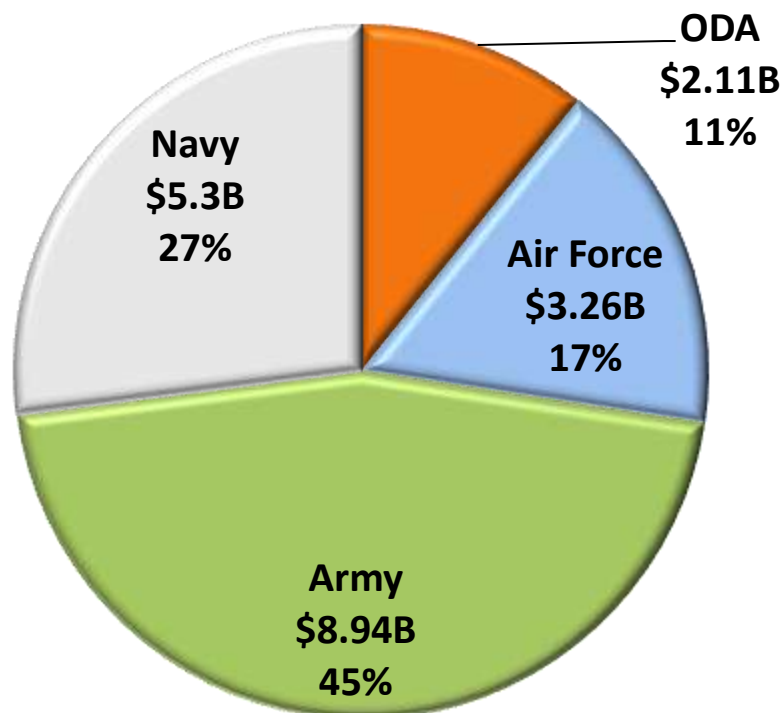


FY12 DoD Small Business Program Spend by Agency

Small Business



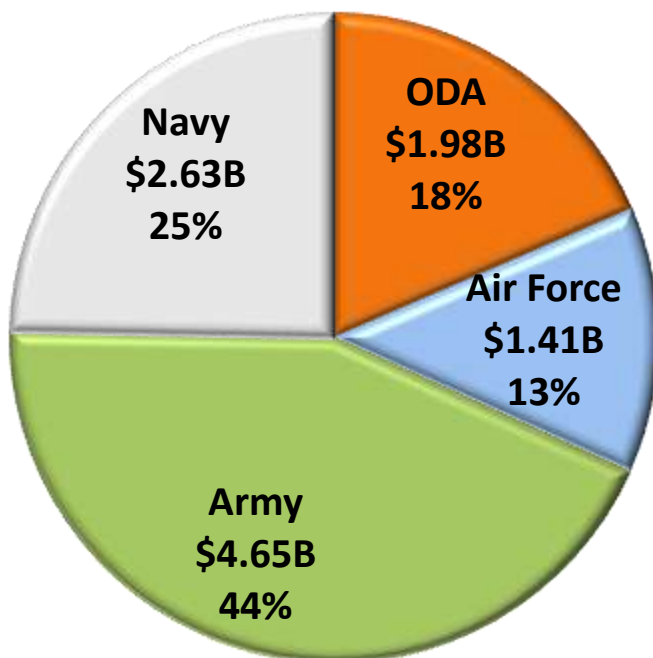
Small Disadvantaged Business



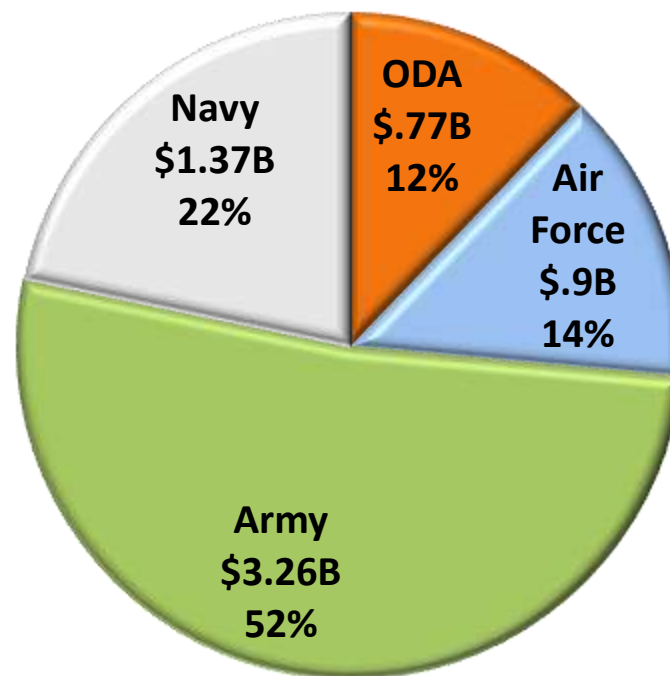


FY12 DoD Small Business Program Spend by Agency

Veteran-Owned



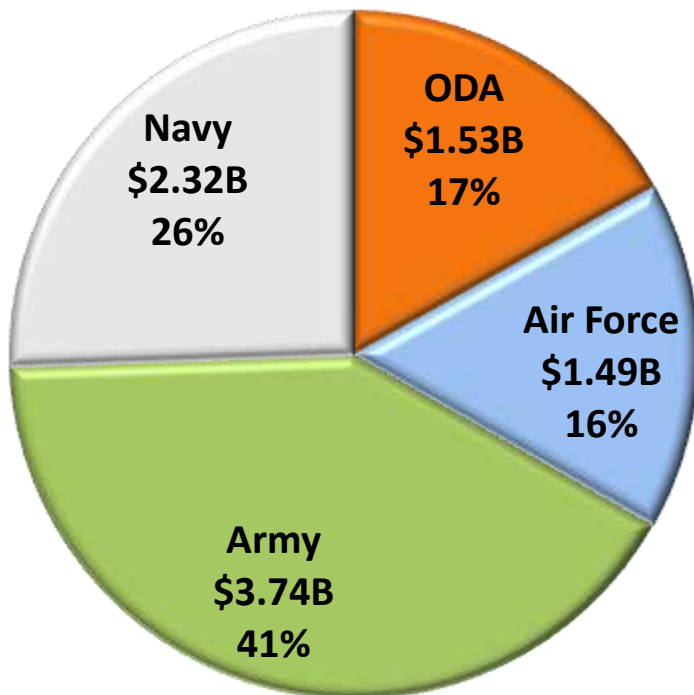
Service-Disabled Veteran-Owned



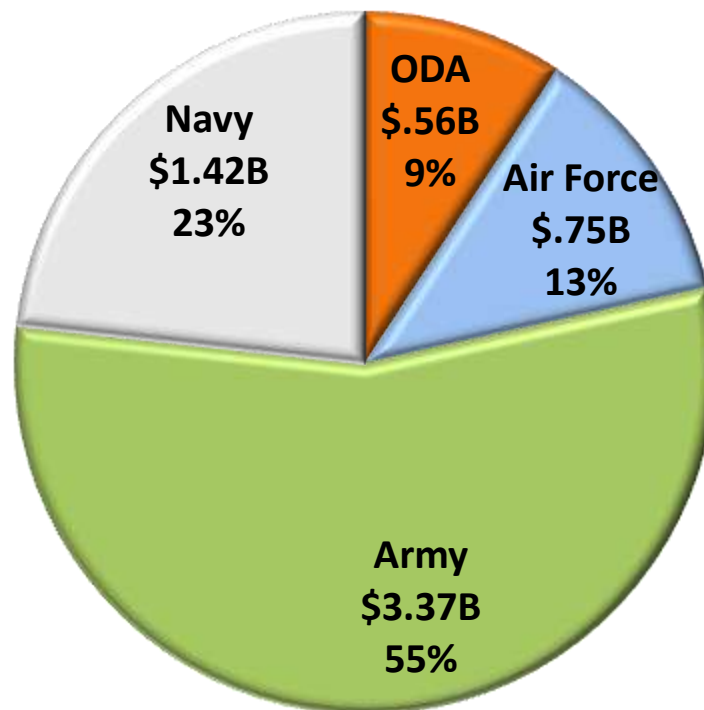


FY12 DoD Small Business Program Spend by Agency

Woman-Owned



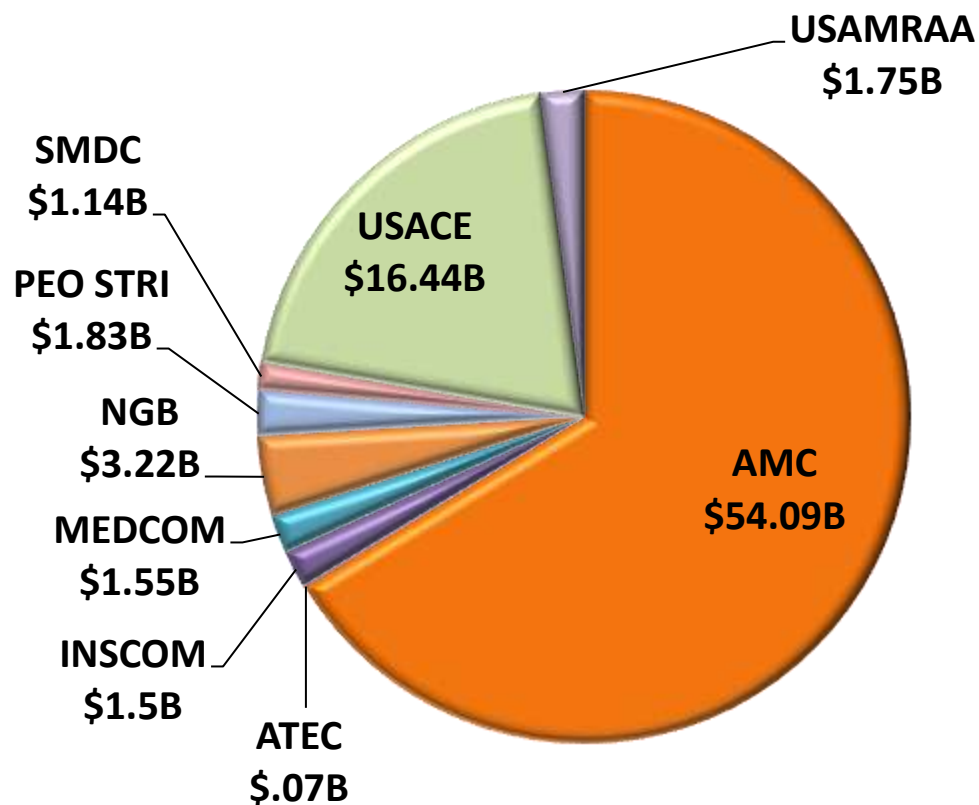
HUBZone





FY12 Army Small Business Program Spend by Command

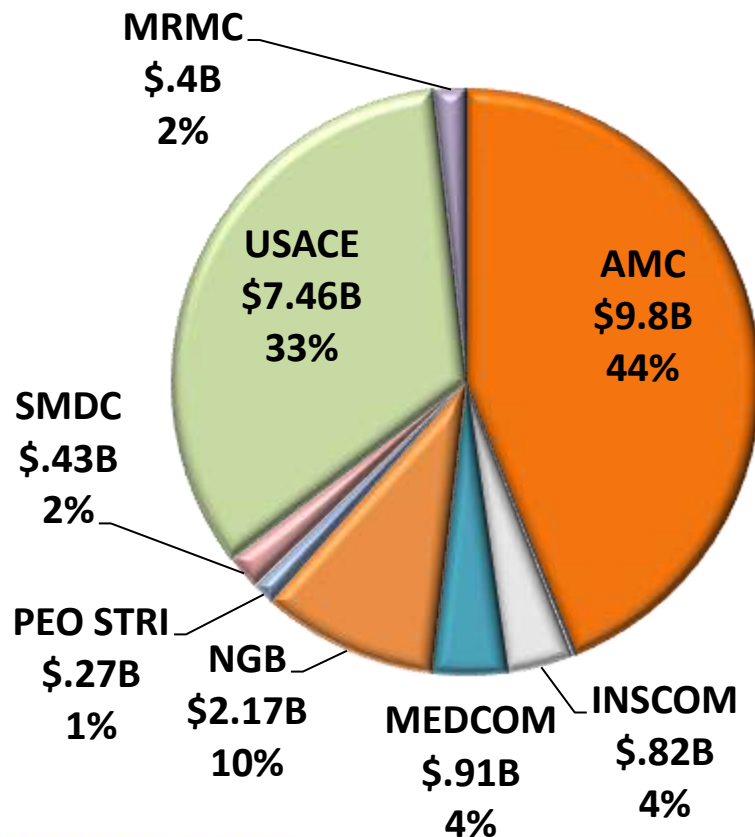
Total Spend



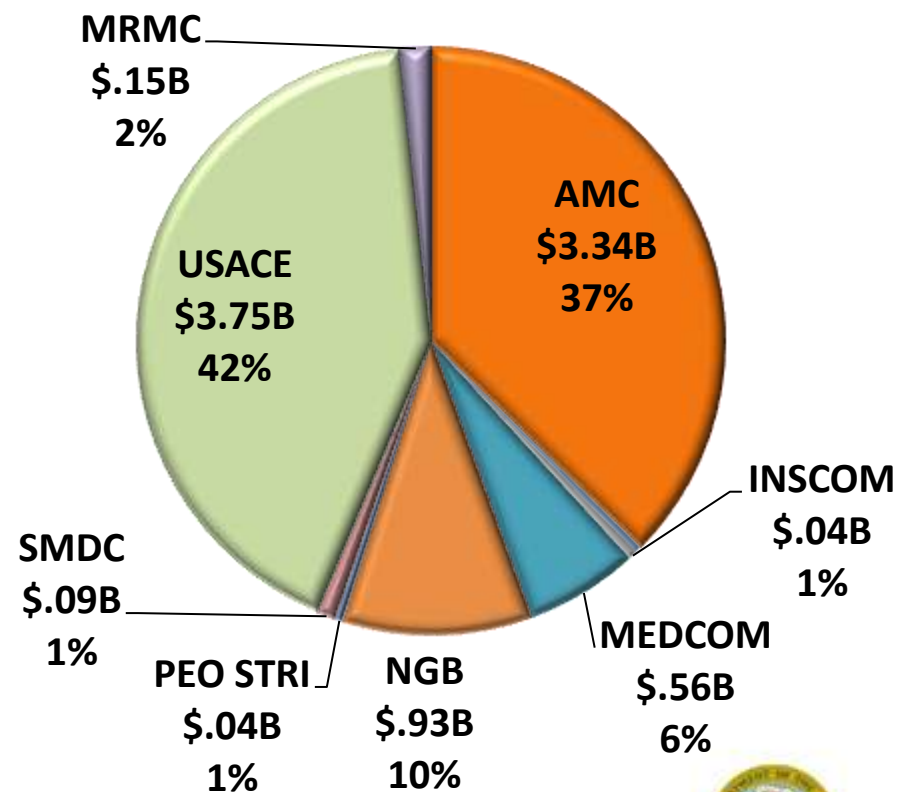


FY12 Army Small Business Program Spend by Command

Small Business



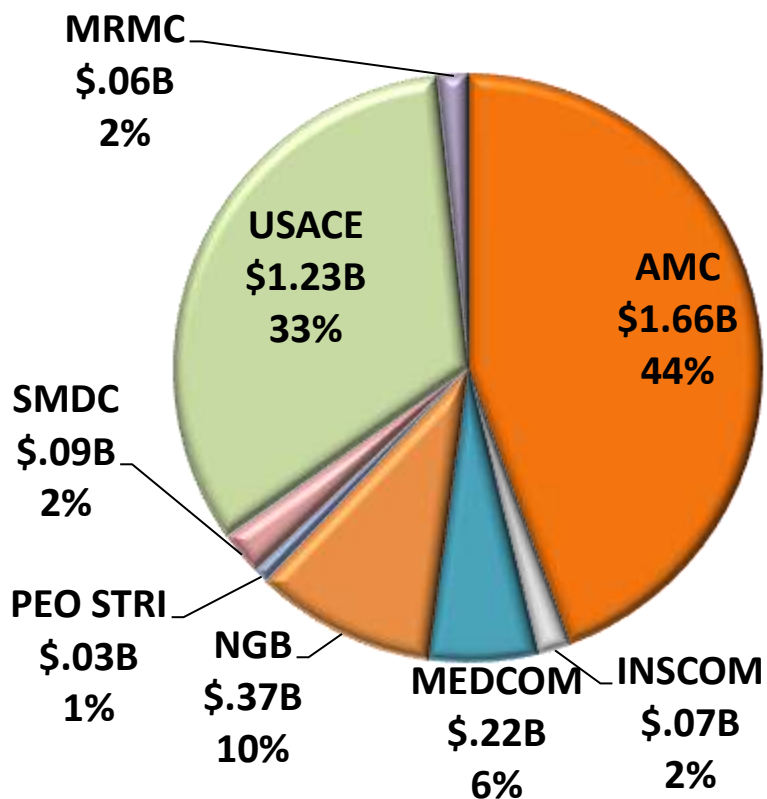
Small Disadvantaged Business



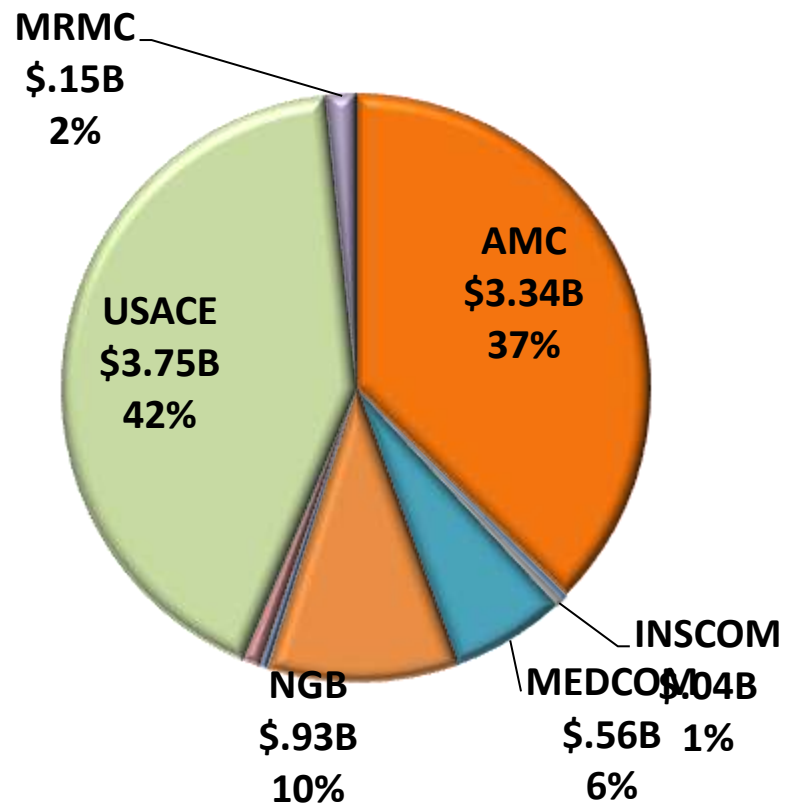


FY12 Army Small Business Program Spend by Command

Woman-Owned



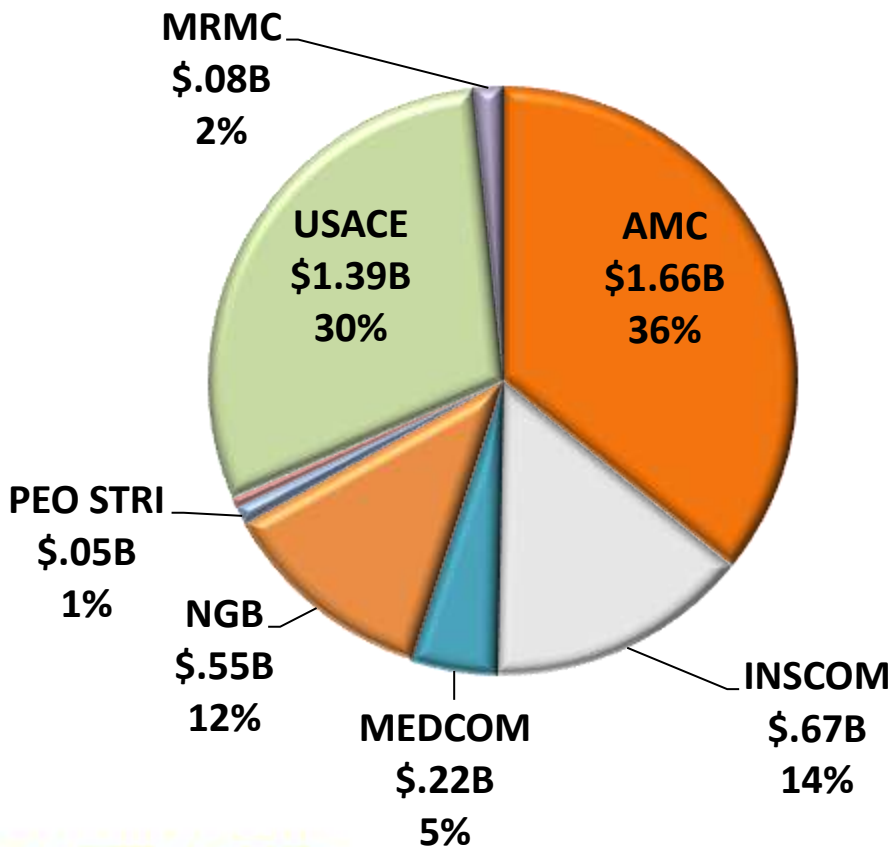
HUBZone



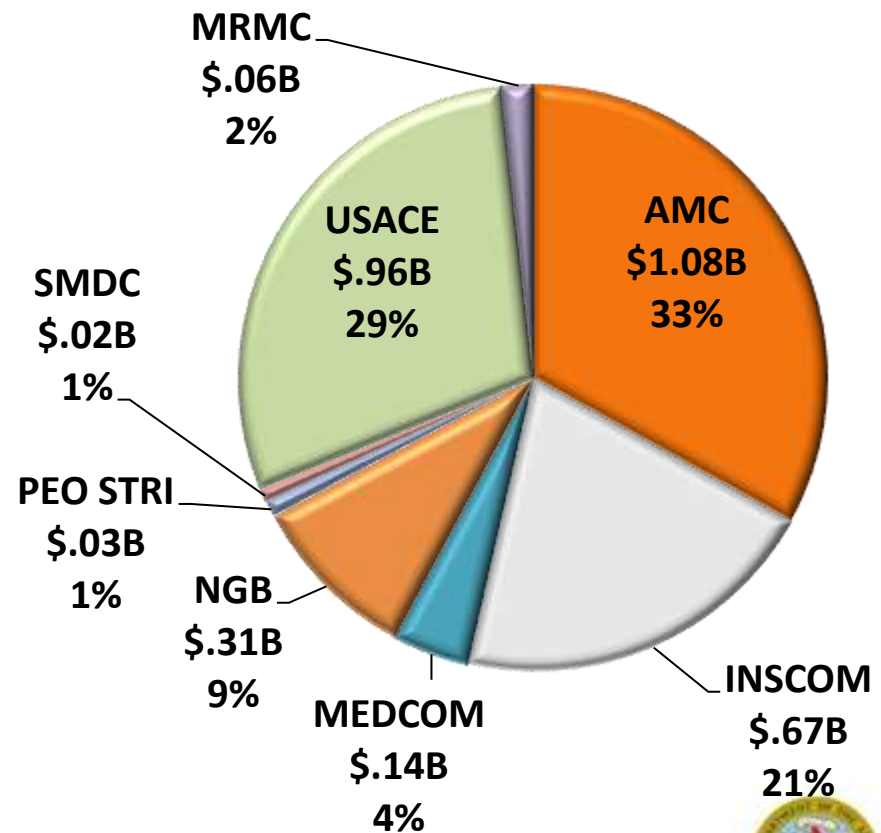


FY12 Army Small Business Program Spend by Command

Veteran-Owned



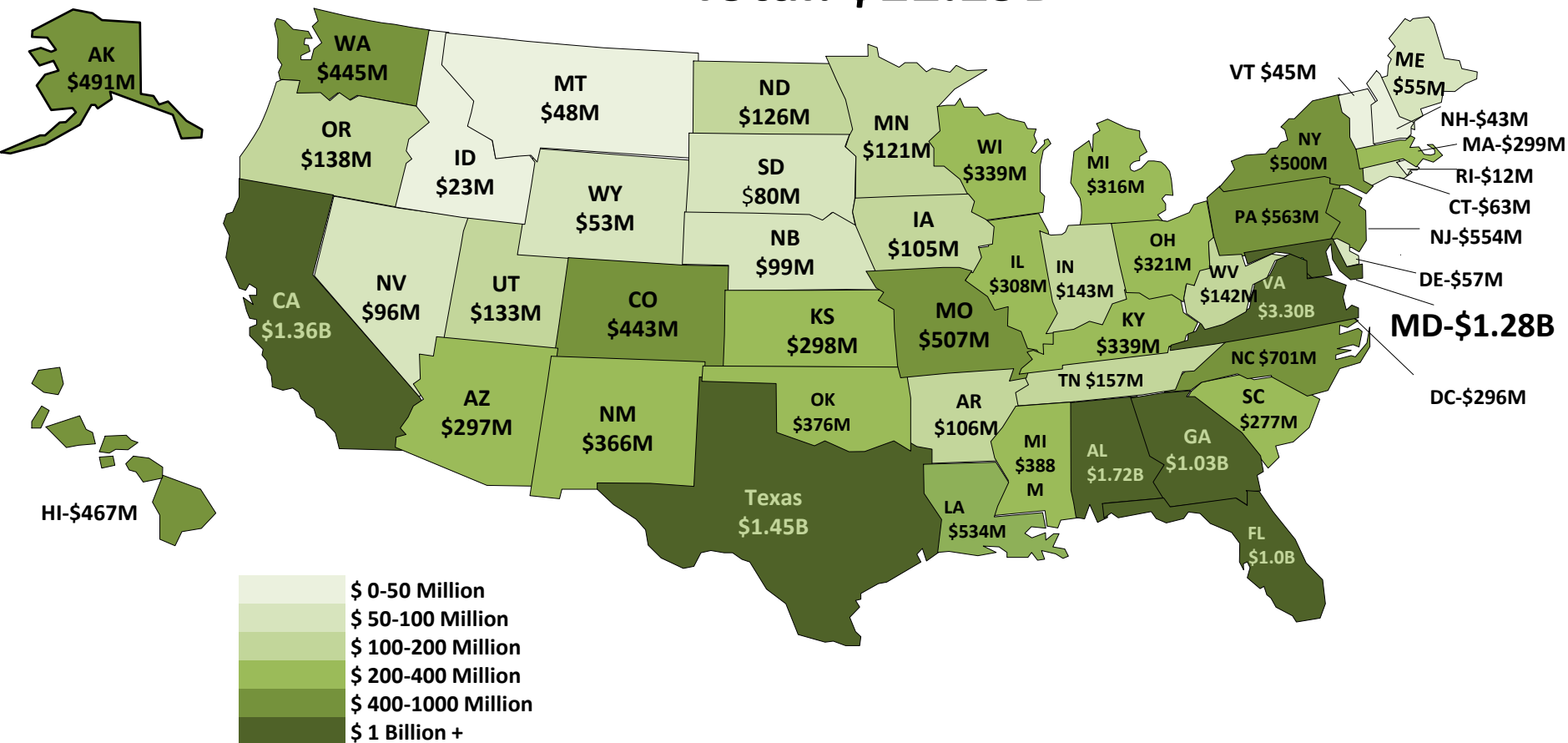
Service-Disabled Veteran-Owned





FY12 Army Small Business Spending by State

Total: \$22.29B



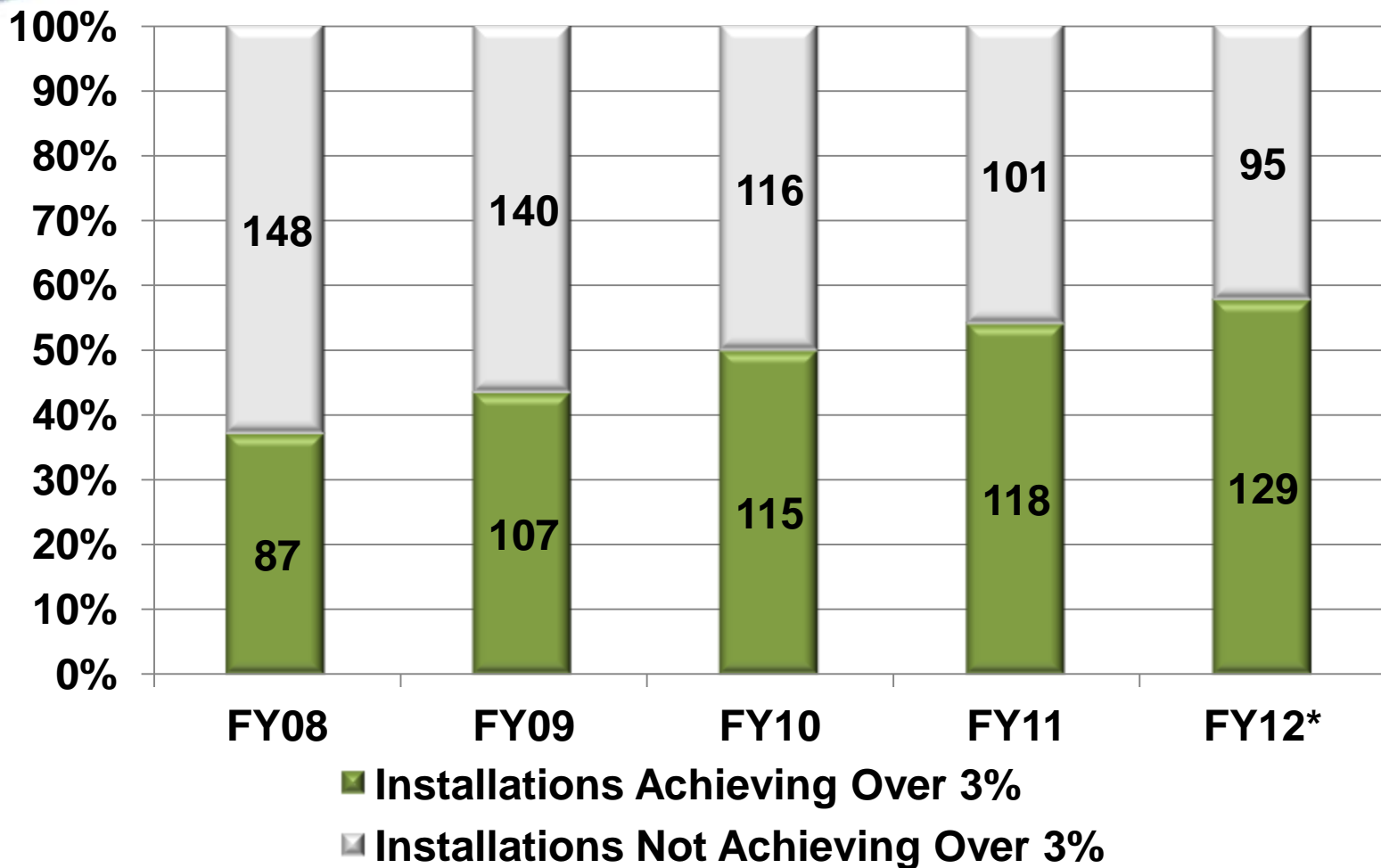
Source: FPDS-NG on 30 Nov 2012

*FY12 data is not yet certified by the SBA





Army Installations Exceeding Three Percent in SDVOSB Spending



Source: FPDS-NG Data as of 11/30/2012

*FY12 data is preliminary and has not yet been verified by the SBA





Deputy Secretary of Defense Memo

Dated 10 February 2012

“Over the past year, the Department has taken significant steps to help the federal government meet its 23-percent statutory small business prime contracting goal.”

“...it is not the sole responsibility of contracting officers to achieve this goal but the collective responsibility of every leader who manages a budget and allocates funds that will go to contract. Therefore, to improve DoD’s small business contracting performance, Senior Executives will be rigorously evaluated and held accountable for meeting DoD small business contracting goals. Beginning in FY2012, a mandatory performance requirement will be included in the Contribution to Mission Accomplishment Performance Element for Executives that acquire services or supplies, direct other DoD organizations to acquire services or supplies, or oversee acquisition officials, including program managers, contracting officers, and other acquisition workforce personnel responsible for formulating and approving acquisition strategies and plans.”





Deputy Secretary of Defense Memo Dated 10 February 2012 (Continued)

“The mandatory performance requirement shall read: ‘Support the attainment of established DoD small business goals by considering potential small business contracting opportunities during the acquisition process and by establishing a command or program climate that is responsive to small business concerns. Ensure that small business awareness, outreach and support is incorporated as part of the command’s overall mission and establish performance measures that reflect that commitment. Establish, for acquisitions under the executive’s purview, annual goals for awards to small business concerns in each category that has a statutory goal. The goal should not be less than the performance achieved during the preceding fiscal year. Develop a corresponding spend plan that establishes the forecasted performance baseline, based on known procurement actions in the budget that can be used to track and report progress to the USD(AT&L).’”





Mentor-Protégé Program Status

Number of Mentor-Protégé Agreements

- 17 Active Agreements
- 10 Mentors (10 Large, 2 Graduated 8a); 17 Protégé's

Protégé Statistics*

- 12 - Small Disadvantaged Businesses/8 (a)
- 6 - Woman-Owned Small Businesses
- 3 - Service Disabled Veteran-Owned Small Business
- 7 - HUB Zone Small Businesses

FY 2013 Proposal Due Dates

- Reimbursable Proposals due - **15 Feb and 15 Jun**
- Hybrid Proposals – year-round open window
- Proposal evaluation/award time frame is approximately 5 months from submittal

**Various protégés qualify under more than one category*





Mentor-Protégé Program

Key Factors of a Strong Mentor-Protégé Proposal

- ☐ Proposed training/ technology transfer provides direct enhancements to the war fighter's ability to defend our nation on the battlefield or at home
- ☐ Endorsement of proposal by program office
- ☐ Corporate commitment, capability and method of technology transfer by Mentor
- ☐ Protégé posture and ability to achieve and retain proposed training efforts while managing potential growth
- ☐ Prime/ Subcontracting potential; new markets realized
- ☐ Strong level of participation by HBCU/MI





Mentor-Protégé Program

Recognition of Outstanding and Successful Teams

- ❑ Specialized complex machining and assembly of high-demand products for the aerospace industry including parts for the CH-47, C-17, F-22, F-18, Airborne Early Warning & Control, B-1B, and AH-64 programs
- ❑ Language translation application supporting the war fighter on a tactical and strategic level providing real time translation capabilities across multiple communication platforms
- ❑ Manufacture of shatter proof windows, windshields, canopies, lenses and other transparencies for OEM use on OH-58 Kiowa; CH-47 Chinook; AH-64 Apache; UH-60 Blackhawk; CH-53 Stallion C-130 aircraft
- ❑ Innovative new technology in support of the war fighter, which automates processing for overseas deployment, resulting in a decrease in deployment lifecycles by 67%, and a annual cost savings of \$2M (formerly called CRC-in-a-box - CONUS Replacement Center; now termed IRDO – Individual Readiness Deployment Operations)





FY13 FOCUS

- Small Business participation in Major Systems Programs (ASARC)
- Promote greater involvement of SBs in Army contracts for services (ASSP)
- Implementation of Senior Leader Small Business performance elements
- Support of HBCUs & MIs in the acquisition process
- Subcontracting plan development and enforcement
- SB participation in OCONUS contracts
- Staffing of small business offices and development of SB personnel
- Maximize use of set-aside authority under multiple awards contracts



Questions?



www.sellingtoarmy.info

Warrior Ethos

I will always place the mission first.

I will never accept defeat.

I will never quit.

I will never leave a fallen comrade.

TEAMING FOR TOMORROW



**WELCOME TO THE 1st ANNUAL JOINT
TEAM APG**

**ADVANCED PLANNING BRIEFING
FOR
INDUSTRY (APBI)**

4-6 DECEMBER 2012



U.S. Army Materiel Command

CECOM Advance Planning Briefings for Industry 2012

AMC Office of Small Business Programs

Nancy D. Small, Director OSBP

Sustaining the Strength of the Nation!

V3 11-14-12



What I Want to Leave You With



- AMC is committed to maximizing Small Business opportunities in support of the Warfighter
- The Importance of Small Business Laws and Regulations
- AMC Small Business Focus Areas
- Challenges



UNCLASSIFIED

Who We Are



MISSION

Develop, deliver and sustain materiel to ensure a dominant joint force for the US and our Allies

VISION

Provide America's Warfighter with the Decisive Edge



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U.S. ARMY

UNCLASSIFIED

What We Do



Munitions Support



Chem Demil



Foreign Military Sales



Forward Support



Arsenal/Depot
Operations

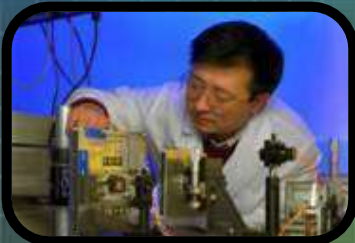
- 73,400 Military & Civilian Employees Worldwide
- Impacts in -
 - 50 States
 - 145 Countries
- 71 Bn/Bde Commands
- 73 DOLs Worldwide



Global Contracting



Directorate of
Logistics (DOL)



Science and Technology
Research and Development



Global Distribution and
Deployment



Army's Materiel
Management Center



Army Pre-Positioned
Stocks (APS)



LOGCAP

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Commanders & Small Business Reps



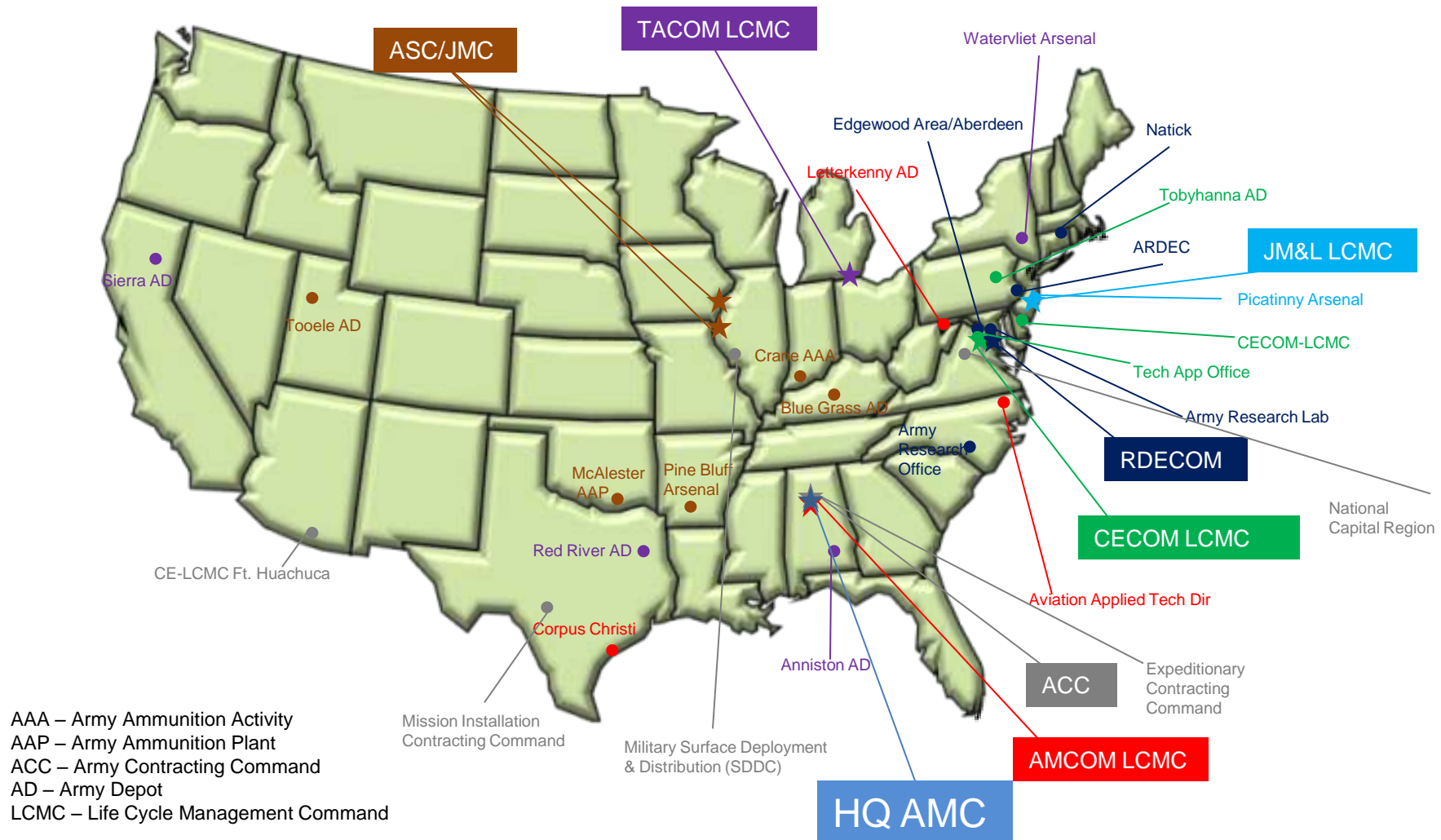
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AMC Small Business Offices



UNCLASSIFIED



UNCLASSIFIED

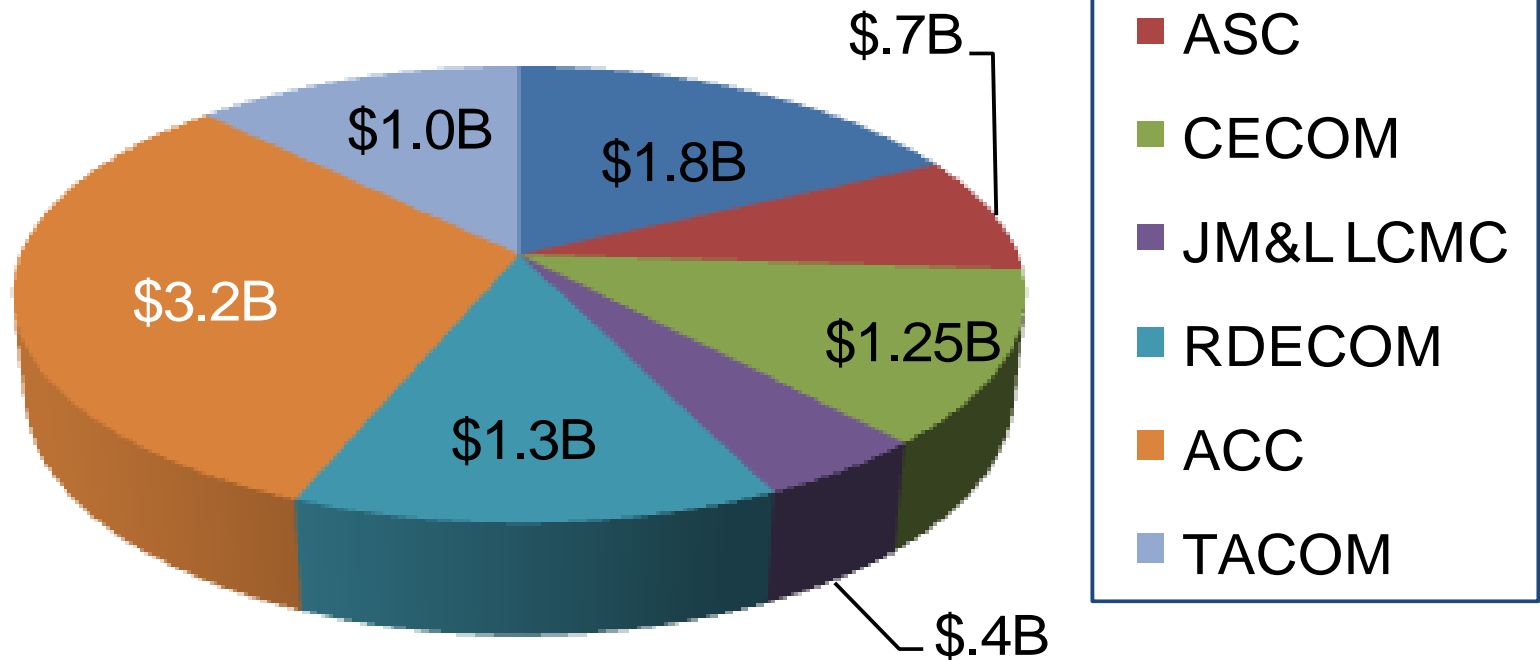


FY12 AMC Goal vs. Achieved

| | Small Business | Small Disabled Business | Service-Disabled Veteran Owned SB | Woman-Owned Small Business | HUBZone |
|----------|----------------|-------------------------|-----------------------------------|----------------------------|---------|
| GOAL | 20.02% | 5.0% | 1.6% | 2.7% | 2.0% |
| ACHIEVED | 18.44% | 6.26% | 1.97% | 3.15% | 1.33% |

UNCLASSIFIED

FY12 AMC Small Business Program (\$10B)



Source: FPDS-NG / VCE on 11/26/2012

Small Business is BIG BUSINESS



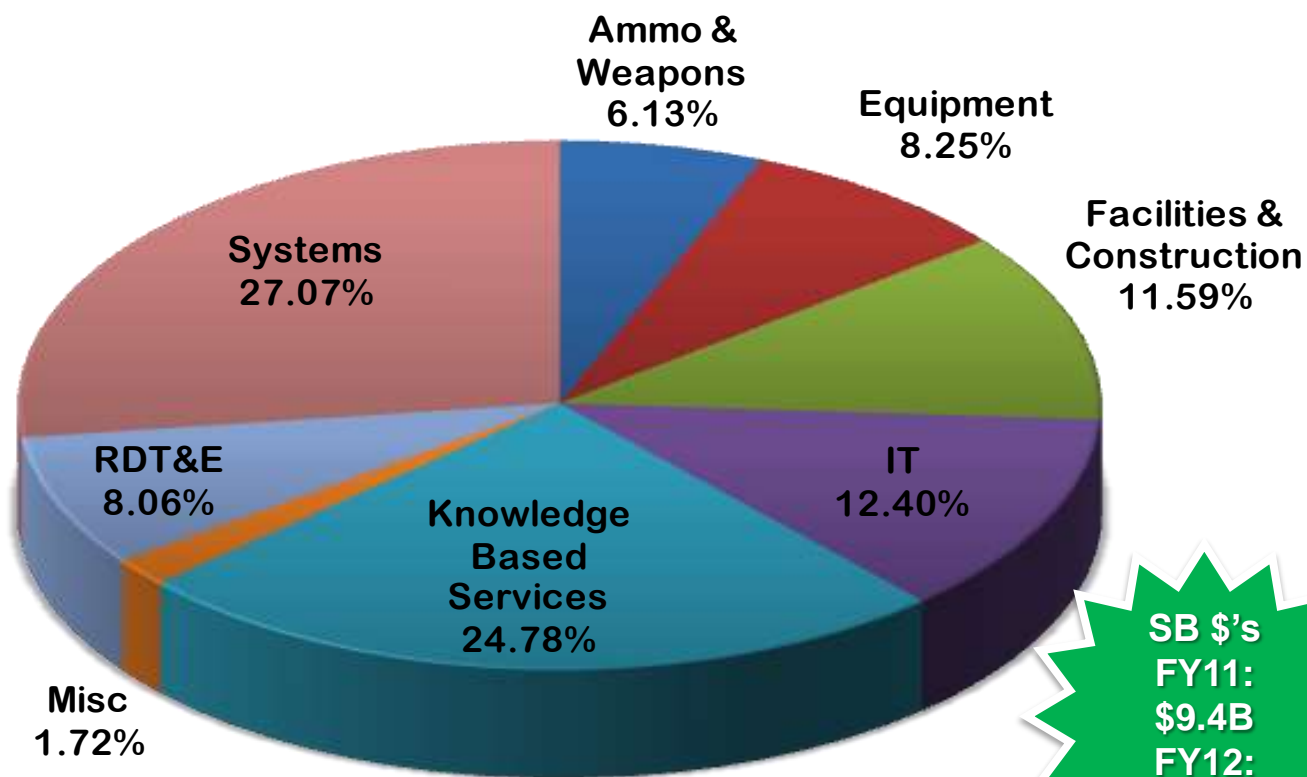
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What AMC Procures

FY11:
245,958
Actions
\$61.3B

FY12:
228,197
Actions
\$54.1B



SB \$'s
FY11:
\$9.4B
FY12:
\$10.1B

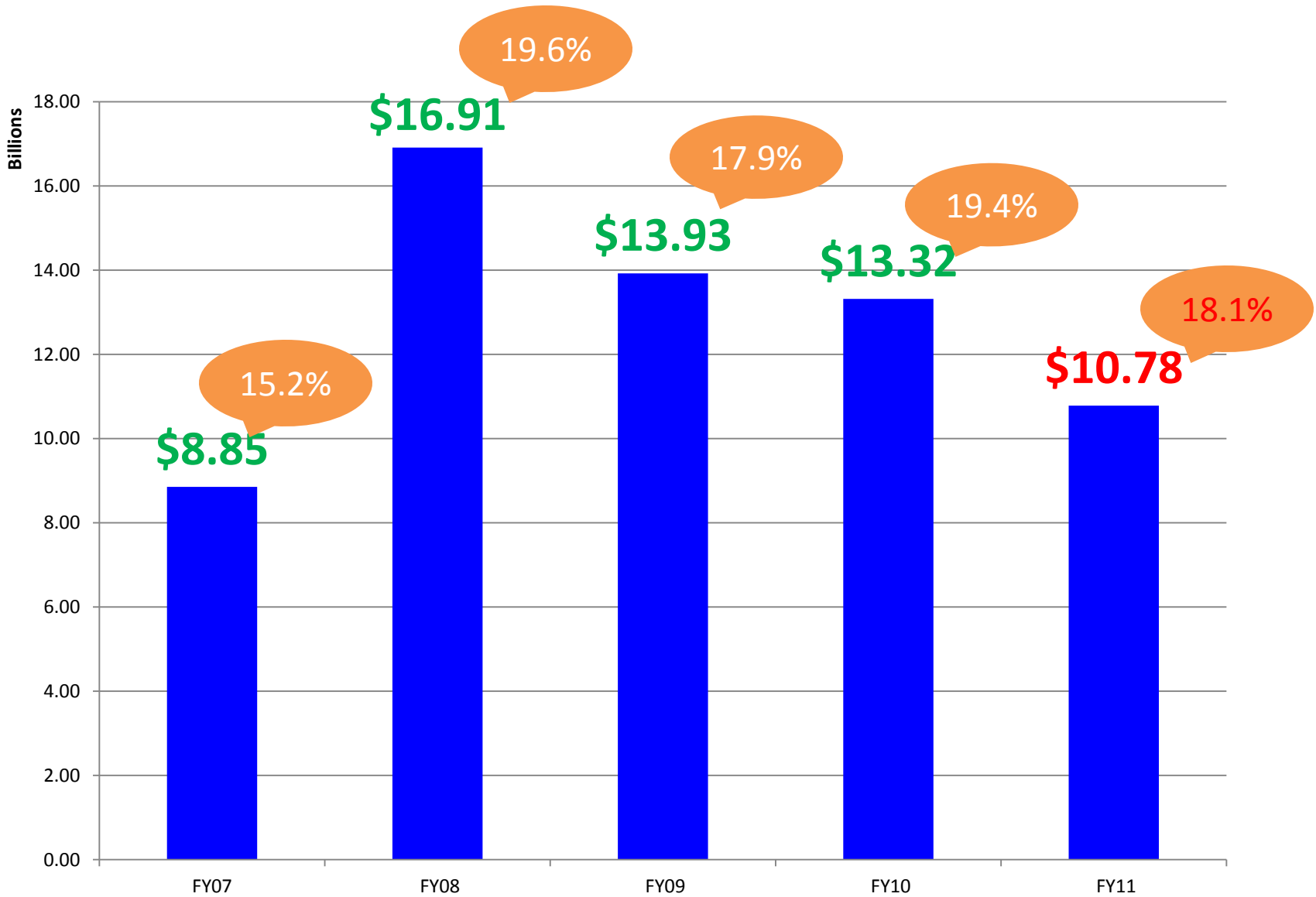
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FY07-FY11 Small Business Spend Trend



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HQ AMC OSBP Focus Areas

GROW THE INDUSTRIAL BASE

- ACQUISITION STRATEGY
- REQUIRING ACTIVITIES
- DEPOTS/MANUFACTURERS
- BREAKOUT ENGINEERING

OUTREACH

- MARKET RESEARCH
- SENIOR LEADER ACCOUNTABILITY
- SUBCONTRACT ENFORCEMENT
- SCIENCE AND TECHNOLOGY (SBIR/STTR)

GOV/CONTOOLS

- VIRTUAL CONTRACTING ENTERPRISES (VCE)
- MAX PRAC (MARKET RESEARCH)
- FEDERAL PROCUREMENT DATA SYSTEM – NEXT GENERATION (FPDS-NG)
- ELECTRONIC SUBCONTRACTING REPORTING SYSTEM (ESRS)
- SYSTEM FOR AWARD MANAGEMENT (SAM)
 - CENTRAL CONTRACTOR REGISTRATION SYSTEM (CCR)
 - ON-LINE REPRESENTATION AND CERTIFICATION APPLICATION (ORCA)



Challenges



- Improved Awareness
- Need for Cultural Change
- Earlier Involvement
- Mergers & Acquisitions
- Most Challenging Program Areas
 - ✱ Women-Owned
 - ✱ HUBZone
 - ✱ Service-Disabled
- Utilization of HBCU/MI capabilities
- Bundling & Consolidation *associated with...*
 - ✱ Purchasing and Supply Management
 - ✱ Systems Integration
 - ✱ Performance Based Logistics
 - ✱ Enterprise-wide services solutions
 - Engineering Services
 - Maintenance Services
 - Logistics Services
 - Information Technology



Remember



- AMC is committed to maximizing Small Business opportunities in support of the Warfighter
- To Stay Current on SB Laws and Regulations
- We will find ways to improve our Women-Owned, HUBZone, and Service-Disabled small businesses
- Focus on SAP Acquisition



UNCLASSIFIED

AMC OSBP



How to Reach Us

<http://www.amc.army.mil/pa/SMALLBUSINESS.asp>

256-450-7953



UNCLASSIFIED

TEAMING FOR TOMORROW



**WELCOME TO THE 1st ANNUAL JOINT
TEAM APG**

**ADVANCED PLANNING BRIEFING
FOR
INDUSTRY (APBI)**

4-6 DECEMBER 2012



Office of Small Business Programs



<http://www.acq.osd.mil/osbp/>

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4-6 DECEMBER 2012



ORGANIZATIONAL CONFLICTS OF INTEREST (OCIs) – RECENT DEVELOPMENTS

CECOM LCMC Legal Office
4 December 2012



TYPES OF OCIs

- “Informational” OCIs – occur when a contractor (or its affiliates) receive access to “nonpublic information” due to the Government’s actions, thereby receiving a competitive advantage on another contract
- “Bias-Type” OCIs –
 - “impaired objectivity” - Due to role of contractor (or its affiliates) under contract #1, contractor cannot be fully objective in performing under contract #2
 - “biased ground rules” - Due to role of contractor (or its affiliates) in contract #1, contractor is able to “skew the playing field” to its advantage under contract #2



RECENT DEVELOPMENTS

- Cases
 - Affiliation
 - Informational OCIs
 - Timing of OCI analysis
 - Waiver
- New FAR provisions restricting PERSONAL (not organizational) conflicts of interest by contractor personnel supporting acquisition functions



AFFILIATION

- Rule: for OCI analysis purposes, GAO will impute to an organization all interests of its affiliates
- Affiliation will not be found where “relationships between companies ... are too remote or ... the possibility of a conflict is too unlikely or speculative to conclude that there is a disqualifying OCI.” Valdez Int’l Corp., B-402256.3, 2011 CPD Para. 13 (Dec. 29, 2010)
- GAO’s test to determine affiliation: “We look for some indication that there is a *direct financial benefit* to the firm alleged to have the OCI.” AdvanceMed Corp., B-404901.4 et al. (Jan. 17, 2012).



AFFILIATION EXISTS BETWEEN:

- Corporate parents and subsidiaries
- Prime contracts and team members/subcontractors, for purposes of the specific contract under review
 - L-3 Services, B-400134.11, 2009 CPD 171 (Sep 3, 2009)
- Firms that are officially designated as SBA mentor/protégés, where the firms share the same office building and cooperate on multiple projects
 - McTech Corp., B-406100 et al (Feb. 8, 2012)
- Firms which are engaged in merger negotiations IF access to competitively useful information
 - McCarthy/Hunt JV, B- 402229.2, 2010 CPD P 68 February 16, 2010 (but see Turner Constr. Co. v. United States, 645 F.3d 1377 (Fed. Cir. 2011))



No affiliation:

- An audit firm and firms which have contractual relationships with its parent company, even where the awardee may audit those firms (AdvanceMed Corp., B-404910.4 et at. (Jan 17, 2012)
- Firms that have had previous prime/subcontractor relationships on efforts unrelated to the contract at issue
 - Karrar Sys. Corp., B-310661, 2008 CPD 51 (Jan 3, 2008)
 - Valdez Int'l Corp., B-402256.3, 2011 CPD 13 (Dec 29, 2010)
 - SeKon Enterprise, Inc., B-405921, 2012 CPD 26 (Jan 17, 2012)
- Firms that have had previous commercial contractual relationships (AdvanceMed Corp., B-404910.4 et at. (Jan. 17, 2012)
- A prime contractor and “walled subcontractor” under the same effort, where there is a duly-approved OCI mitigation plan
 - Alion Science & Technology Corp., B-297022.4 et al, 2006 CPD P 146 (Sep 26, 2006)



Informational OCI - Elements

- Must show:
 - access to NONPUBLIC INFORMATION POSSESSING COMPETITIVE VALUE
 - GOVERNMENT INVOLVEMENT in the transfer of nonpublic information
 - “HARD FACTS” to prove unfair competitive advantage based on information transfer/access
- Informational OCI may be mitigated by firewall if firewall is sufficiently comprehensive
 - Firewall should include NDAs, segregation of contract performance into single contract segment, computer and physical security measures, training and appropriate monitoring by management



Informational OCI – “Nonpublic” Information

- Information furnished under a contract with no restrictive markings does not support an OCI
 - CACI, Inc.-Federal, B- 403064.2, 2011 CPD P 31 (Jan 28, 2011)
- Even if information is marked proprietary, not “nonpublic” if can be obtained through public sources (e.g., personnel lists accessible by support contractor)
 - Science Applications International Corp., B-405718, 2012 CPD 42 (Dec 21, 2011)
- Technical data in solicitations creates no protestable OCI if agency has Government Purpose or unlimited data rights
 - ITT Corp. Electronic Systems, B-402808, 2010 CPD 178 (Aug. 6, 2010)



Informational OCI – Requires Government Involvement

- FAR 9.505 – Informational OCI can be based on access to:
 - Proprietary information obtained from Government official without proper authorization
 - Source selection information not available to all competitors
- GAO: Informational OCI also exists when competitor obtains nonpublic information in performing other contracts
(McCarthy/Hunt JV, B- 402229.2, 2010 CPD P 68 February 16, 2010)
- CapRock Solutions, B-402490, 2010 CPD 124 (May 11, 2010)
 - No informational OCI based on allegations that awardee gained competitor's proprietary information through commercial contract negotiations between the parties
- The GEO Group, B-405012, 2011 CPD 153 (Jul. 26, 2011) and The GEO Group v. United States, 100 Fed. Cl. 223 (2011)
 - Allegation that GEO's Vice President had transferred GEO proprietary information to awardee during proposal process
 - HELD: no OCI because transfer of information was between private parties
 - GAO: "Private dispute between private parties that we will not consider absent evidence of Government involvement"



Informational OCI – Former Agency Employees

- PCCP Constructors Joint Venture, B-405036 et al, 2011 CPD 156 (Aug. 4, 2011)
 - Corps of Engineers Hurricane Protection Office (HPO) requirement to replace temporary water control measures in New Orleans with permanent canal closures and pumps
 - Senior official in HPO left agency while procurement was pending to accept employment with CBY
 - CBY received award; protest filed based on transfer of procurement sensitive information by former HPO official
 - Before awarding to CBY, agency had conducted OCI analysis stating that procurement was only in official's general oversight and that he did not have personal and substantial involvement in procurement
 - GAO: agency should have also investigated what information the former official actually had access to
- CBY Design Builders v. United States, 105 Fed.Cl. 303 (Fed. Cl. May 23, 2012) – upholds result



Informational OCI – “Incumbent Advantage” and the IBM/Jacobs protests

- USSOCOM Procurement for information technology management services, consolidating 3 existing contracts; Jacobs was incumbent under one of the existing contracts; received award of follow-on
- IBM filed postaward protest, alleging that Jacobs had an unequal competitive advantage because as incumbent it had unique access to workload data not shared with other offerors
- IBM Global Business Services, B- 404498, 2012 CPD 36 (February 23, 2011) - GAO sustains protest holding that agency conducted insufficient analysis of potential competitive advantage
- Jacobs Technology Inc. v. United States, 100 Fed. Cl. 198 (2011) – IBM files PREAWARD protest of amended solicitation because it did not exclude Jacobs from award. COFC:
 - States “issue is whether further OCI analysis is required prior to contract award.”
 - GAO’s decision is “effectively a determination that an unequal access to information OCI existed.”
 - Emphasizes need to conduct “early” OCI analysis under FAR 9.504(a)
 - Agency enjoined from awarding contract until it conducts further OCI analysis



Informational OClS – “Hard Facts” Requirement

- Protest denied:
 - CACI, Inc. – Federal, B-403064.2, 2011 CPD 31, (Jan 28, 2011)
 - Raytheon Technical Services Co., LLC, B-404655.4, 2011 CPD 236 (Oct 11, 2011)
 - Valor Constr. Management, LLC, B-405306, 2011 CPD 221 (Oct 17, 2011)
 - QinetiQ North America, Inc., B-405008, 2011 CPD 154 (Jul 27, 2011)
 - General Dynamics C4 Systems, Inc., B-407069 (Nov 1, 2012)
- Protest Sustained:
 - TeleCommunications Systems Inc., B-404496.3, 2011 CPD 229 (Oct 26, 2011)
 - NikSoft Systems Corp., B-406179, 2012 CPD 104 (Feb 29, 2012)



A Tale of Two Tribunals

- B.L. Harbert-Brasfield & Gorrie JV, B-402229 (Feb. 16, 2010)
 - Technical services firm supported spec development, evaluations re construction contract; awardee on construction contract in merger talks with parent of tech services firm during evaluation
 - GAO: OCI existed because of affiliation and potential access to information
- Turner Constr. Co. v. United States, 94 Fed. Cl. 561 (2010), aff'd, 645 F.3d 1377 (Fed. Cir. 2011)
 - “POTENTIAL CONFLICT” vs. “mere suspicion or innuendo”
 - More thorough investigation showed no “hard facts”
 - Information to which there was “actual access” had no competitive value and was shared with other offerors
 - CAFC: “GAO found only possible rather than actual access. Further, this possible access was to ‘unidentified information’ rather than specific, sensitive information.”



A Tale of Two Tribunals – The Sequel

- Netstar-1 Gov't Consulting, Inc., B-404025.2, 2011 CPD 262 (May 4, 2011)
 - GAO denies postaward protest alleging informational OCI in award to Alon of program management support contract
 - Alon had performed previous agency contracts where it had access to database indicating Netstar's labor rates and performance evaluations
 - GAO: Alon employees with access to the database were "effectively firewalled from the team that prepared Alon's price quotation"
 - Even though prejudice presumed in case of an OCI, this presumption "rebutted" because no showing Alon actually used info in preparing bid
- Netstar-1 Gov't Consulting, Inc. v. United States, 101 Fed. Cl. 511 (2011)
 - COFC sustains protest
 - finds NDAs that were the basis of firewalls were poorly documented/detailed, undated, and not maintained in agency files
 - HELD: prejudice must be presumed if there was access to information and the access has not been adequately mitigated



Hard Facts - Summary

- Nash & Cibinic Report, June 2012: “Contracting Officers, when faced with the possibility that a company should be disqualified because it had improperly obtained information from the agency, must clearly show how that information can be used to enhance the company’s competitive position.”
- Analysis should:
 - identify in detail the specific information obtained and explain why it confers a competitive advantage
 - If mitigation plan or firewalls are a factor in finding no “hard facts,” those items should be comprehensive and extremely well documented
 - Cases:
 - POTENTIAL for impropriety sufficient to show OCI
 - Show actual access to specific information
 - Show how specific information had competitive value



Bias-type OCIs – FAR 9.505-2(b)(1)

- FAR 9.505-2(b)(1) - enumerates certain situations where a contractor who prepares competitive SOW MAY PERMISSIBLY compete under the SOW
- **Harbert-Brasfield & Gorrie, JV, B-402229, 2010 CPD 69 (Feb. 16, 2010)** note McCarthy/Hunt
 - Protest alleged OCI based on awardee's earlier performance of analysis contract that contributed to RFP requirements
 - Awardee argued performance of both was allowed based on exception in FAR 9.505-2(a)
 - GAO sustains protest: FAR 9.505-2 exceptions *"merely prevent the otherwise automatic exclusion of a firm from the competition; they are not an indication that there can be no organizational conflicts of interest under the facts described in the exceptions."*



MITIGATION OF BIAS-TYPE OCIs:

- Firewalls NOT sufficient
- 3 Factors to consider in assessing mitigation plan
 - **Comprehensiveness of analysis** to identify all possible OCIs (Alion Science & Technology Corp., B-297022.4 et al, 2006 CPD P 146 (Sep 26, 2006))
 - **Degree of separation** between conflicted contractor and conflicted activity (COMPARE The Leads Corporation, B-292465, 2003 CPD P 197 (Sep 26, 2003) with Cognosante LLC, B-405868 (Jan 5, 2012))
 - **“Collateral impact”** of mitigation measures on performance of contract work (Aetna Gov’t Health Plans B-254397.15, 95-2 CPD P129 (Jul 27, 1995) BUT COMPARE Alion Science & Technology Corp., B-297022.4 et al, 2006 CPD P 146 (Sep 26, 2006))



Divestiture as OCI Mitigation Strategy

- C2C Solutions, Inc., B-401106.5, 2010 CPD 38 (Jan 25, 2010) –
 - HHS awarded contract to AdvanceMed for oversight/audit of Medicare support contracts
 - AdvanceMed affiliate (CSC) held Medicare Part D support contracts
 - HHS awarded to AdvanceMed based on CSC letter stating that if AdvanceMed got contract, CSC would divest interest
 - GAO sustained protest, holding that no details were provided as to how divestiture would be done
- GAO denied later protest of award after HHS took corrective action consisting of more detailed analysis by HHS (C2C Solutions, B-401106.6, 2010 CPD 145 (Jun 21, 2010))
- GAO also held that DETAILED divestiture plan which set forth specific milestones and actions to be implemented in the event offeror received award, was sufficient to mitigate OCI (AdvanceMed Corp., B-404901.4 et al. (Jan. 17, 2012))
- BUT SEE Trailblazer Health Enters., LLC, B-406175 et al. (Mar. 1, 2012)



WAIVER

- Last resort when prevention, avoidance, mitigation fail
- FAR 9.503 and 9.504(e) provide the regulatory authority
- Waiver request must be made by KO in writing, based on finding that waiver is in “best interest of” Govt
- HCA is approval authority for Army (nondelegable)
- OCI waivers most defensible when:
 - Documentation shows thorough understanding of scope/nature of OCI being waived
 - Waiver is of narrowest possible scope and duration



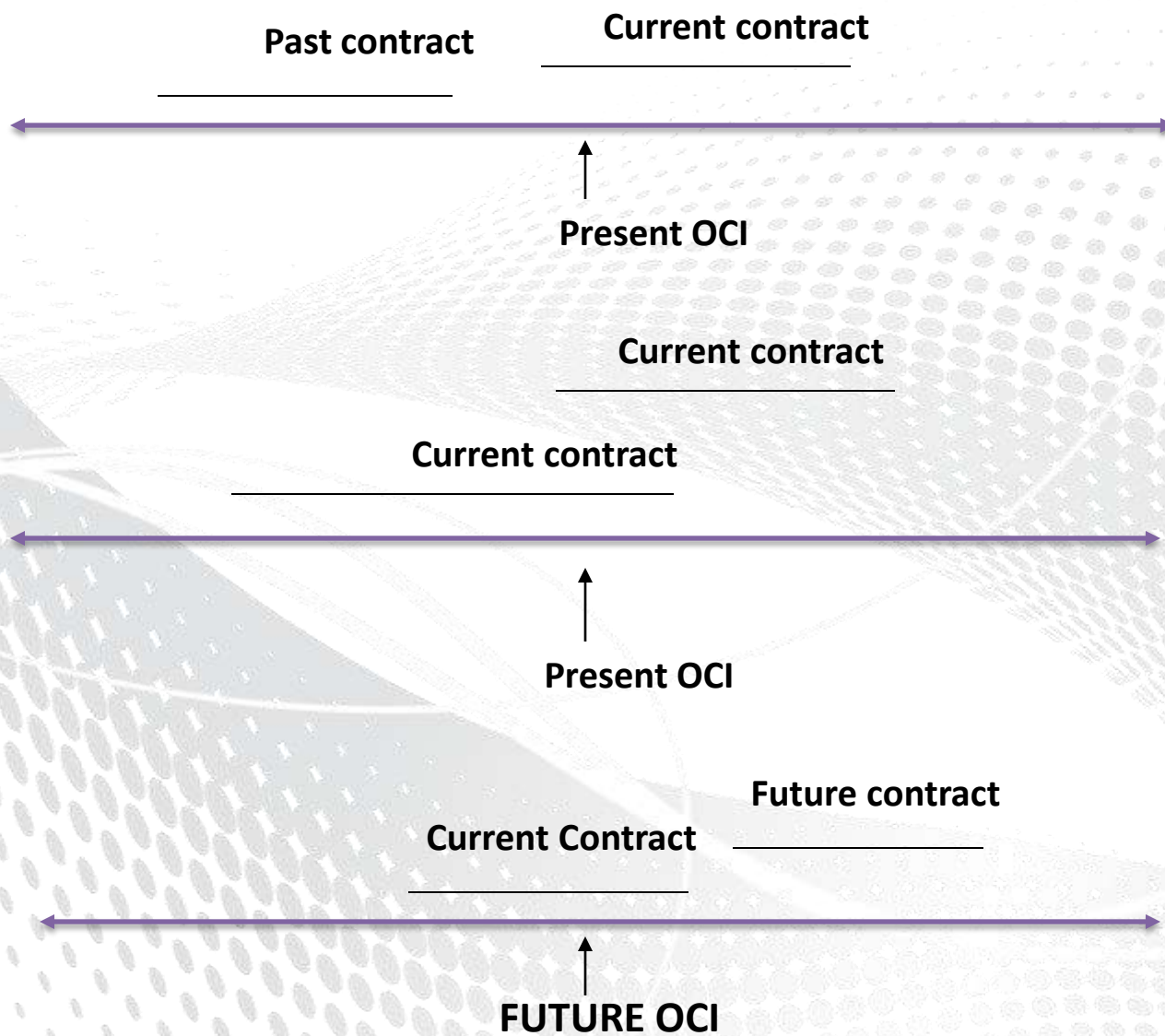
WAIVER – RECENT CASES

- AdvanceMed Corp., B-404901.4 et al. (Jan. 17, 2012):
 - GAO holds contracting officer acted reasonably in approving contractor's mitigation plan providing for divestiture of conflicted affiliate
 - GAO gives some weight that contracting officer's statement in OCI analysis that HCA "intended to" waive any residual OCI
 - GAO: While contracting officer's statement "cannot properly be viewed as the equivalent of a waiver it could be reasonably relied on by the [contracting officer] as additional assurance concerning the adequacy of the proposed OCI plan."
- GAO confirms waivers CANNOT be issued as to "future" or "unknown" OCIs (The Analysis Group, LLC, B-401726.3, 2011 CPD Para. 166 (Apr. 13, 2011))
- GAO confirms "reasonableness" standard of review in new decisions approving waiver of OCIs for contracts, some extending 5 years
 - MCR Federal LLC, B-401954.2, 2010 CPD 196 (Aug 17, 2010)
 - CIGNA Government Services, B-401068, 2010 CPD 230 (Sep. 9, 2010)
 - The Analysis Group, LLC, B-401726.3, 2011 CPD Para. 166 (Apr. 13, 2011)



Timing of OCI determinations - FAR Guidance

- FAR 9.504 (a)(1): “Identify and evaluate potential OCIs as early in the acquisition process as possible.”
- FAR 9.504(e): “Before determining to withhold award [to the apparent successful offeror] based on conflict of interest considerations, the KO shall notify the contractor, provide the reasons therefore, and allow the contractor a reasonable opportunity to respond.”





Timing of OCI Determinations - Cases

- Government is not obligated to ensure mitigation of future OCIs before those OCIs can be identified with some specificity (Axiom Resource Mgt., Inc. v. United States, 564 F.3d 1374 (Fed. Cir. 2009))
- GAO: “protest that another firm has a conflict of interest is generally premature when filed before award,” even when the basis for OCI is known (Guident Technologies, Inc., B-405112.3, 2012 CPD 166 (Jun 4, 2012))
- GAO acknowledges future OCIs cannot always be foreseen when an initial contract giving rise to an OCI is awarded: identification of OCIs may “*involve a backward looking analysis, in that the agency must assess whether the offeror’s prior work created an OCI.*” (Energy Solutions Group, B-402324, 2010 CPD 73 (Feb 26, 2010))
- COFC: recently held that “the failure by an agency to identify the existence of a potential significant OCI before the issuance of a solicitation is not fatal.” (Netstar-1 Government Consulting v. United States, 101 Fed. Cl. 511 (2011))



BUT...

- GAO: Where Government makes/publicizes a presolicitation OCI determination, any protest must be filed before solicitation closing date (Raydar & Associates, Inc., B-401447, 2009 CPD 180 (Sep. 1, 2009); Honeywell Technology Solutions, B-400771, 2009 CPD 49 (Jan 27, 2009))
- COFC: where offeror in presolicitation process asks agency to bar bidder on basis of OCI and agency's response indicates it will take no action, protest must be filed before solicitation closing and is untimely if later filed. (CRA Associates, Inc. v. United States, 102 Fed. Cl. 698 (2012))
- COFC recently emphasized "strong preference" for early identification of OCIs in a detailed discussion (Netstar-1 Government Consulting v. United States, 101 Fed. Cl. 511 (2011))



FINAL RULE FAR SUBPART 3.11

- Applies to contracts/orders issued after 2 Dec 2011
- Covered employee is an employee or subcontractor that is a self-employed individual treated as a covered employee of the contractor because there is no employer to whom such an individual could submit the required disclosures.
- FAR 3.11 PCI restrictions apply to contract functions which require SUPPORT, ADVICE or RECOMMENDATIONS re:
 - Acquisition planning
 - Requirements definition
 - Specification/SOW/contract document development
 - Proposal Evaluation
 - Contract award or termination
 - Contract Administration – includes:
 - Giving technical direction
 - Evaluating contractor performance
 - Ordering changes
 - Accepting/rejecting deliverables
- Determining cost reasonableness, allowability, allocability



What Contractor Employee PCIs Are Restricted under FAR 3.11?

- Restricted PCI arises when a contractor employee performing a covered function has an interest that could “impair the employee’s ability to act impartially and in the best interests of the Government in performing the contract.”
- Employee interests that could create PCI include:
 - Financial interests and property holdings (of covered employee, or household/family members)
 - Employment relationships (including outside employment)
 - Negotiating employment or business opportunities
 - Gifts (including travel)
- “De minimis” interests EXCEPTED and do not create a restricted PCI



Contractor's obligations – FAR 3.11

- SCREEN for PCIs by requiring disclosure of employee interests (and requiring employees to update disclosures if change of circumstances);
- PREVENT or MITIGATE PCIs involving employees
- PROHIBIT use of nonpublic information
- OBTAIN nondisclosure agreements from employees
- EDUCATE employees regarding obligation to avoid/disclose PCIs
- OVERSEE compliance continuously
- DISCIPLINE employee PCI violations
- REPORT PCI violations to Government
- FLOW DOWN clauses to subcontracts for covered activities valuing over \$150,000 and requiring performance of acquisition support functions



Contracting Officer's Obligations - FAR 3.11

- Receive and review contractor requests for mitigation or waiver of PCI restrictions
 - These requests require approval by HCA, can only be approved if in Government's best interest
 - HCA approval cannot be delegated
- Insert new clause FAR 52.203-16, "Preventing Personal Conflicts of Interest," in solicitations and contracts exceeding simplified acquisition threshold where performance of acquisition support is required
- Receive and review contractor reports of PCI violations
 - Confirm and document that violation has been satisfactorily resolved by contractor
 - If violation cannot be confirmed satisfactorily resolved, "take appropriate action"



Questions?

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TEAMING FOR TOMORROW



**WELCOME TO THE 1st ANNUAL JOINT
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**ADVANCED PLANNING BRIEFING
FOR
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4-6 DECEMBER 2012

Army Acquisition: ***Continuing Opportunities for Small Business***

APBI



LTG Bill Phillips

Principal Military Deputy

Assistant Secretary of the Army

(Acquisition, Logistics and Technology)

and Director, Acquisition Career Management

4 December 2012



DESIGN • DEVELOP • DELIVER • DOMINATE
SOLDIERS AS THE DECISIVE EDGE



Agenda



- **Introduction**
- **Army Contracting**
- **Army Acquisition**
- **Maximizing Small Business Opportunities**





A “Transforming” Challenge to the Army



Thinking Outside of the Box



DESIGN • DEVELOP • DELIVER • DOMINATE
SOLDIERS AS THE DECISIVE EDGE



Did You Know?

- 1. This Current Multi-Billion Dollar Company Started Off As A Small Business Financed By The Sale Of A VW Bus And An HP Scientific Calculator.**





Army Contracting - Did You Know?



2. How much (dollars) does Army Contracting purchase in one day?

a) ~ \$295M

The last day of FY12 the Army awarded \$1 Billion on contracts in one day!





Army Contracting - Did You Know?



3a. How much did we spend in Contracted \$'s for Fiscal Years 2011 and 2012?

3b. How much did we spend in Small Business Contracted \$'s for Fiscal Years 2011 and 2012?

| | FY11 | FY12 | TOTAL |
|-----------------------|-----------------|-----------------|-----------------|
| TOTAL | \$125.2B | \$107.5B | \$337.4B |
| SMALL BUSINESS | \$23.85B | \$21.95B | \$72.72B |





Army Contracting - Did You Know?



4a. What proportion of Federal contracting is executed by the Army? (FY12)

a) 21.41% (\$107.55B / \$502.4B)

4b. Defense contracting?

a) 30.27% (\$107.55B / \$355.3B)





Army Contracting - Did You Know?



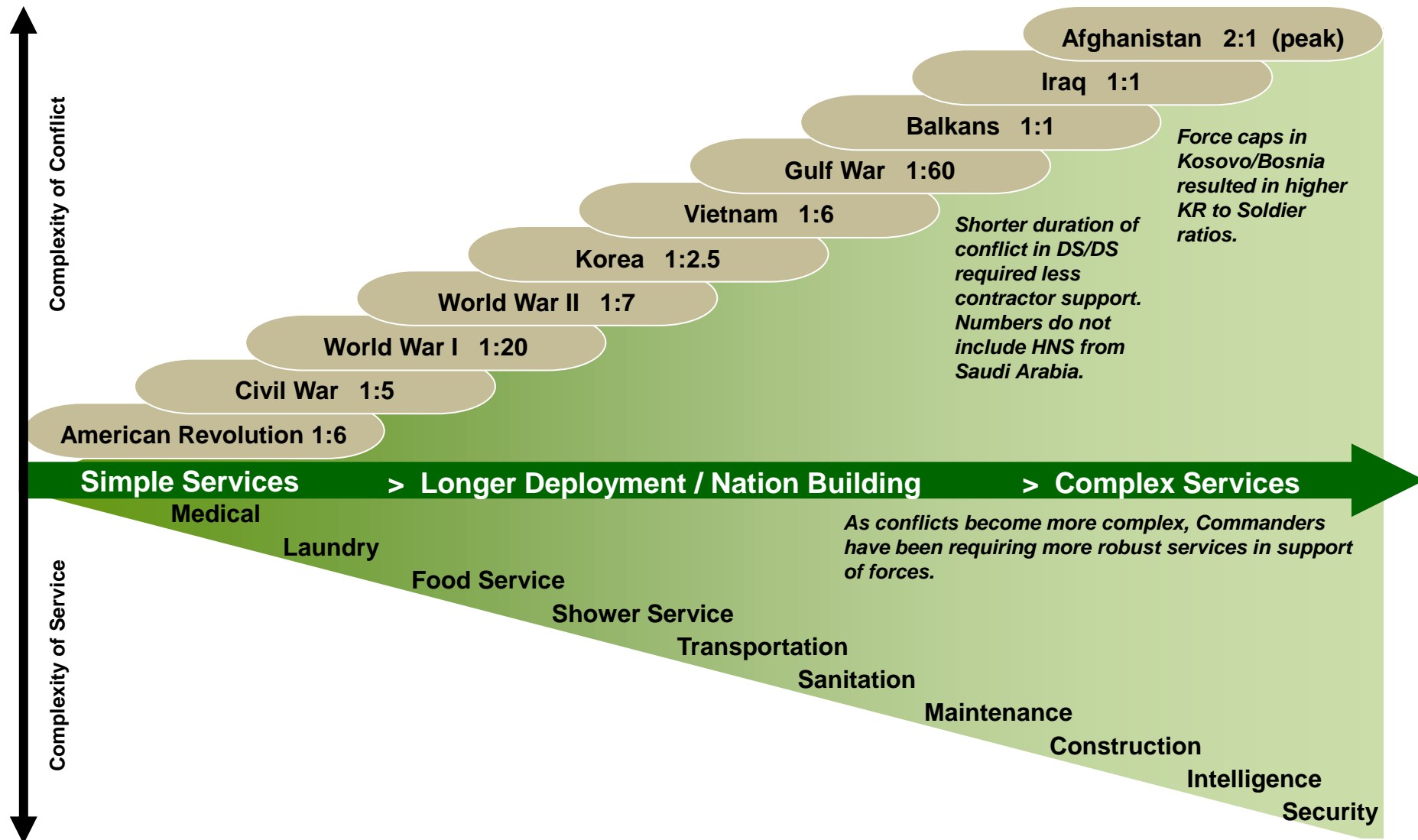
5. How long have contractors been supporting Warfighters on the battlefield?

a) Since the American Revolution





Contractors on the Battlefield





Increasing Complexity



Small Businesses Supporting the Apache Program:
FY 2012 Small Business Goal 25.2%; Actual 37.1%
Total Awarded to Small Business: \$55,659,740





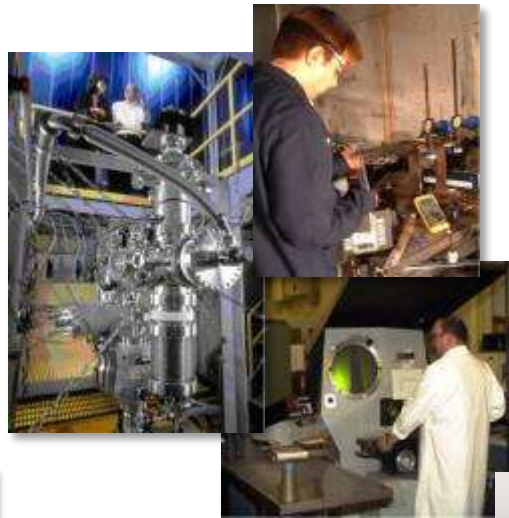
Better Buying Power



**Leverage Industry's
Independent Research and
Development (IRAD)**

*e.g., Network
Integration Evaluations*

**Small Business =
Greater Efficiency
and Effectiveness!!**



**Engage and
Interact with
Industry**

*Different Levels
and Forums*

**Partner with
Small Business**
Bring in New Innovation



Incentivize Innovation Within Industry





Key Customers and Stakeholders

- **Soldiers**
- **American Citizens**
- **Industry and Academia**
- **Peers, Superiors and Subordinates**



Acquisition is a Team Effort





ASA(ALT) Intent



Committed To Maximizing Small Business Opportunities In Support Of *The Warfighter.*

Topics:

- Understanding how Army Supports Small Business Programs
- Appreciate the Value of Small Business Partner Contributions
- Build on Success – Expand Relationships with Small Businesses





FY12 Army Small Business Performance



| Program | Spend | Percent | DoD-Assigned Army Goal |
|--------------------------------|----------|---------|------------------------|
| U.S. Business | \$81.48B | | |
| Small Business | \$22.16B | 27.20% | 27.84% |
| Small Disadvantaged | \$8.91B | 10.94% | 9.00% |
| Woman-Owned | \$3.73B | 4.58% | 4.25% |
| HUBZone | \$3.37B | 4.13% | 4.50% |
| Veteran-Owned | \$4.63B | 5.68% | |
| Service-Disabled Veteran Owned | \$3.24B | 3.98% | 3.00% |

Source: FPDS NG on 10/31/2012





Small Business Innovation Research (SBIR)



- Mandated by Congress to be 2.6% of S&T budget in FY12*
- FY12 SBIR budget was \$207M
- In FY12 there were more than 2,400 small business proposals submitted to the SBIR office
- From these 2,400 proposals, 348 Phase I or Phase II SBIR awards have been made or are being negotiated

* - % increases gradually to 3.2% in FY17





SBIR Success Stories

jdll
inc



JDLL Inc.:
Automated Armor Inspection System

Perfusion on Demand
ADVANCED CIRCULATORY SYSTEMS, INC.



Advanced Circulatory Systems:
Devices for Remote Treatment of Traumatic Brain Injury and Hypotension

Leverage Small Business Innovations to Improve Soldier Products & Systems





SBIR Success Stories



Knowledge Based Systems (KBSI):

ATLAS_{TM} - Maintenance Modeling and Simulation Tool



Coherent Technical Services, Inc.:

Multiplex Data Bus
Controller/Translator Transmitter

**Leverage Small Business Innovations to Improve
Soldier Products & Systems**





SBIR Success Stories



M CUBED TECHNOLOGIES INC.
A SUBSIDIARY OF II-VI INCORPORATED



M Cubed: High Performance Personnel Armor Plates



Omnitek Partners: Inertial Igniters for Thermal Batteries

**Leverage Small Business Innovations to Improve
Soldier Products & Systems**



DESIGN • DEVELOP • DELIVER • DOMINATE
SOLDIERS AS THE DECISIVE EDGE



Small Business Success Stories

MTEQ



MTEQ, Inc.:
Supported CECOM with
several high valued contracts
to include QREWS and WEBS



Nightline, Inc.:
Supply night vision spares,
test equipment and training
for Foreign Military Sales
customers





Small Business Success Stories



Carapace Armor Technology:
Developed StrykShield, a see-through armored accessory that fits over the driver's hatch of Stryker Vehicles, and provides ballistic and blast protection for drivers when they require visibility and situational awareness.





Small Businesses and the Network Integration Evaluation (NIE)



- In response to Sources Sought notices issued by the Army, 43 industry candidate systems responded for NIE 12.1, 105 responded for NIE 12.2 and 146 responded for NIE 13.1.
- Small businesses have been represented each time:
 - NIE 12.1: 12 industry Systems Under Evaluation, 1 small business
 - NIE 12.2: 24 industry Systems Under Evaluation, 8 small businesses
 - NIE 13.1: 17 industry Systems Under Evaluation, 3 small businesses
 - Small businesses bring a wealth of knowledge and technology to the NIE process. They can be very agile in responding to and fixing any issues with their systems.
 - The Army can assist small businesses by providing funding to offset labor and Field Service Representative costs and to produce additional system quantities needed for evaluation beyond what they can afford to bring themselves.
 - The Army is also encouraging small businesses to bring forward their technologies in earlier stages of development so they are better prepared to participate in the NIE. Through avenues such as Cooperative Research and Development Agreements (CRADAs) or Test Service Agreements (TSAs), small businesses can obtain detailed information on existing Army systems and better understand how they might modify their systems in order to integrate into the Army network.





Small Businesses and the NIE: Ringtail Design



15-person business contributed software known as Common Tactical Vision. The touch screen-based tool, used for mission command planning at various echelons across the brigade combat team, received positive feedback from Soldiers during NIE 12.2 and a recommendation to field.





Small Businesses and the NIE: Zebra Imaging and Advatech Pacific



- **Advatech Pacific Tactical Cross Domain Solution:** Approached the Army at a conference and later selected for participation in NIE 12.2. Now participating as a carryover system in NIE 13.1. TACDS provides automated data content inspection and message filtering in both directions between two security domains.
 - Bill Cannon, technology director for Advatech Pacific's Electronics & Communications Business Unit:

"NIE really has put us on the map. We had the opportunity to integrate it into real operational situations."

- **Zebra Imaging Tactical Digital Holograms:** Selected for evaluation during NIE 13.1. TDH provide sophisticated three-dimensional geospatial intelligence of the battlespace.
 - Dr. Jim Gardner, Zebra's Defense and Intelligence Vice President:

"NIE is exactly the marriage tactical users, the doctrinal and training community and the Army combat developers need."





Defense Acquisition



Department of Defense

White House

Small Business

Large Business

Marine Corps

Congress

Navy

Academia

Air Force

Media

Strength in Partnerships



DESIGN • DEVELOP • DELIVER • DOMINATE
SOLDIERS AS THE DECISIVE EDGE

Army Acquisition: ***Continuing Opportunities for Small Business***

APBI



LTG Bill Phillips

Principal Military Deputy

Assistant Secretary of the Army

(Acquisition, Logistics and Technology)

and Director, Acquisition Career Management

4 December 2012



DESIGN • DEVELOP • DELIVER • DOMINATE
SOLDIERS AS THE DECISIVE EDGE

TEAMING FOR TOMORROW



**WELCOME TO THE 1st ANNUAL
JOINT TEAM APG**

**ADVANCED PLANNING BRIEFING
FOR
INDUSTRY (APBI)**

4-6 DECEMBER 2012

ADVANCED PLANNING BRIEF FOR INDUSTRY

*Robert F. Golden
PEO C3T Dir TILO/Operations
4 Dec 2012*

Command and Control

Communications



“Each unit that enters Afghanistan has been touched by PEO C3T.”

MG N. Lee S. Price



Integrated Command Post
Mobile, dismounted communications

Organization



AS OF 18 OCT 2012



Program Executive Officer
MG N. Lee S. Price



Mr. Bill Sverapa – Deputy PEO



JTNC / APEO C3T

Joint Tactical Networking Center

Mr. Mark Compton



Chief of Staff

Ms. Mary Woods



Business Management Div
Ms. Veronica Ewing



Readiness Management Div
Mr. Joseph Hollenbeck



Technical Management Div
Ms. Jennifer Zbozny

PM JTN

Project Manager
Joint Tactical Networking



CAPT Kevin Peterson

Future Networking Waveform & Network Management / Services Capabilities

PM AMF

Project Manager
Airborne, Maritime, Fixed Station



CAPT Nigel Nurse

Radios Enabling Airborne and Maritime Forces

PD COMSEC

Project Director
Communications Security



Mr. Chris Manning

Communications Security

PM JBC-P

Project Manager
Joint Battle Command-Platform



COL Michael Thurston

Mission Command with Situational Awareness

PM MC

Project Manager
Mission Command



COL Jonas Vogelhut

Mission Command Applications and Collaborative Tools

PM MNVR

Project Manager
Mid-Tier Networking Vehicular Radios



COL Gregory Fields

Mid-Tier Radios Networking the Brigade Combat Team

PM TR

Project Manager
Tactical Radios



COL William Wygal

Synchronization of Future Networks and Tactical Radios

PM WIN-T

Project Manager
Warfighter Information Network-Tactical



COL Edward Swanson

Network and Warfighting Services Transport Enabling Technologies



MilTech Solutions
Military Technology Solutions
Mr. Emerson Keslar



PD TNI
Project Director Tactical Network Initialization
Mr. Randy Young



Staff Orgs



Line Orgs/Project Managers (PM)



Other Line Orgs

Project Managers [PMs]



PM Warfighter Information Network-Tactical



Project Manager: COL Edward Swanson
Deputy Project Manager: Mr. Mike Hedley

Description: Provides the satellite-based communications capabilities that network Soldiers across the battle space.

PM Joint Battle Command-Platform



Project Manager: COL Michael Thurston
Deputy Project Manager: Mr. Rob Tisch

Description: Delivers networked Global Positioning Information-based reports to Soldiers on the locations of friendly and enemy forces and battlefield hazards.

PM Mission Command



Project Manager: COL Jonas Vogelhut
Deputy Project Manager: Mr. John Kays

Description: Enhances the Common Operating Picture for users, who can collaborate the battle across separate echelons.

Project Director, Communications Security



Project Director: Mr. Chris Manning
Deputy Project Director: Mr. Stan Niemiec

Description: Provides the Communications Security (COMSEC) devices that secure the Army's networked capability sets and centralized management of all Army COMSEC devices.

Joint Tactical Networking Center



Director: Mr. Mark Compton
Director, Policy & Plans: Ms. Ruthann Reese

Description: Facilitates lower cost radio procurement through open standards and certification of waveform-based interoperability for joint and coalition forces.

PM Tactical Radios



Project Manager: COL William Wygal
Deputy Project Manager: Mr. Victor Popik

Description: Brings terrestrial networking and voice and data communications to the furthest tactical edge.

PM Airborne, Maritime, Fixed Station



Project Manager: CAPT Nigel Nurse
Deputy Project Manager: Ms. Carol Kim

Description: Will allow maritime and airborne forces to communicate seamlessly and with greater efficiency through software-defined radio integrated into airborne, shipboard and fixed-station platforms.

Project Director, Tactical Network Initialization



Director: Mr. Randy Young
Description: Delivers relevant initialization capabilities to the Warfighter in the most cost-efficient and timely manner.

MilTech Solutions



Director: Mr. Emerson Keslar
Description: Synchronizes the Department of Defense's workforce with integrated, collaborative solutions.

PM Mid-Tier Networking Vehicular



Project Manager: COL Gregory Fields
Deputy Project Manager: Mr. Graciano Nikolich

Description: Will extend data services from the upper tactical network at brigade and battalion to the lower tactical network at company and platoon echelon platforms.

Opportunities for Industry Through Fiscal Year 2013

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HQ, PEO C3T

Systems Engineering and Technical Assistance (SETA) Support

- Brief Description: Systems of systems engineering and integration, network engineering, operations, architecture development, interoperability engineering, information assurance, technology transition/insertion, testing, fielding and training.
- Incumbent is CSC
- Contract Type: Cost Plus Fixed Fee (CPFF) Task Order, R2-3G Contract
- Number of Years: 1-Year Base, Plus 2 Option Years
- Estimated Value: \$175 - \$210 Million
- RFP: R2-3G-0563
- Estimated Award Date: 2nd Qtr, FY 2013
- ACC POC: Sharon Peterson / (443) 861-5001
- Considering Small Business Set-Aside?: No



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Project Manager Tactical Radios (PM TR)

Soldier Radio Waveform (SRW) Appliqué Radio System

- Brief Description: procurement of the SRW Appliqué Radio System, which is a single-channel, vehicular-mounted, software-defined radio for use by Brigade Combat Teams. PM TR intends to buy non-developmental radio systems for our Warfighters as well as Federal, state and local agencies, and authorized foreign militaries. The Government-owned SRW will be available for the Contractor to integrate onto its existing hardware solution.
- Contract Type: Firm-Fixed Price IDIQ
- Number of Years: 5-Year Base, Plus Five 1-Year Options
- Estimated Value: \$800 - \$900 Million
- RFP Number: W15P7T-12-R-0059
- Estimated Award Date: 3rd Qtr, FY 2013
- ACC POC: David Hackett / (443) 395-1041
- Considering Small Business Set-Aside?: No



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Project Director Tactical Network Initialization (PD TNI)

Initialization Production and Support Services (IPSS)

- Brief Description: The IPSS requirements consist of initialization data development, production, and maintenance and support services which include the requisite engineering, configuration management, quality assurance, test, program management, and other services, as required for Command, Control, Communications, Computers, Intelligence, Surveillance, and Reconnaissance (C4ISR) systems to support the lower and upper tactical internet.
- Contract Type: Cost plus incentive fee
- Number of Years: 1-Year Base, Plus Three 1-Year Options
- Estimated Value: \$35 - \$40 Million
- RFP Number: W15P7T-12-R-0030
- Estimated Award Date: 3rd Qtr, FY 2013
- ACC POC: Ron Hughes / (443) 861-4934
- Considering Small Business Set-Aside?: TBD



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Project Manager Mission Command (PM MC)

Command Post Client (formerly Mission Command Workstation)

- Brief Description: Development, testing and other software and engineering support for tasks required to maintain compatibility between fielded releases of Command Post of the Future software and emerging government standards.
- Contract Type: Cost plus fixed fee IDIQ, single award
- Number of Years: Five-Year Base
- Estimated Value: \$180 – \$200 Million
- RFP Number: W15P7T-13-R-0013
- Estimated Award Date: 4th Qtr, FY 2013
- ACC POC: Kiersten Leonard / (443) 861-4954
- Considering Small Business Set-Aside?: Yes



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Project Manager Joint Battle Command-Platform (PM JBC-P)

Satellite Services

- Brief Description: Provide continued operation of the L-band communications aspects of the Force XXI Battle Command Brigade and Below (FBCB2)/Joint Battle Command-Platform (JBC-P) systems. Provide Very Small Aperture Terminal (VSAT) satellite and Internet connectivity services required to operate the FBCB2/JBC-P networks.
- Contract Type: Firm Fixed Price Task Order (DISA/DITCO)
- Number of Years: 1-Year Base, Plus Four 1-Year Options
- Estimated Value: \$400 - \$450 Million
- Estimated RFP Date: 1st Qtr, FY 2013
- Estimated Award Date: 2nd Qtr, FY 2013
- ACC POC: (DISA/DITCO) Vanessa McCollum / (618) 229-9776
- Considering Small Business Set-Aside?: No



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Project Manager Tactical Radios (PM TR)

Systems Engineering and Technical Assistance (SETA) Support

- Brief Description: Provide SETA Contractor Support Services to PM Tactical Radios Product Management Offices.
- Contract Type: Cost Plus Fixed Fee Task Order, GSA Schedule
- Number of Years: 1-Year Base, Plus Four 1-Year Options
- Estimated Value: \$200 - \$250 Million
- Estimated RFP Date: 2nd Qtr, FY 2013
- Estimated Award Date: 3rd Qtr, FY 2013
- ACC POC: David Hackett / (443) 861-5055
- Considering Small Business Set-Aside?: No

CREW-Radio Mitigation Hardware

- Brief Description: Mitigation hardware for CREW-radio compatibility for any radio that will operate in theater for Capability Set14/15. This will include three devices (EW, UHF, L-Band). The contract would be for reduced-sized mitigation hardware as compared to the CS13 hardware. Waveforms associated to Line of Sight (LOS) operations (SRW, ANW2, WNW).
- Contract Type: Firm Fixed Price
- Number of Years: 2-Year Base, Plus Two 1-Year Options
- Estimated Value: \$90 - \$110 Million
- Estimated RFP Date: TBD
- Estimated Award Date: TBD
- ACC POC: David Hackett / (443) 861-5055
- Considering Small Business Set-Aside?: Yes



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Project Director Communications Security (PD COMSEC)

Key Management (KM) Systems Engineering and Technical Assistance (SETA) Support

- Brief Description: Business, logistics, fielding, training, program management, technical and engineering support services for Project Director, Communications Security (PD COMSEC)
- Contract Type: Cost Plus Fixed Fee (CPFF) Task Order: Rapid Response (R2-3G) contract
- Number of Years: 1-Year Base, Plus 1 or 2 Option Years
- Estimated Value : \$17- \$21 Million
- Estimated RFP Date: 1st Qtr, FY 2013
- Estimated Award Date: 2nd or 3rd Qtr, FY 2013
- ACC POC: Jason Ucci / (443) 861-4925
- Considering Small Business Set-Aside?: No



Army Key Management System/Army Key Management Infrastructure Post Deployment Software Support/(PDSS)Post Production Software Support (PPSS)

- Brief Description: Software, engineering and logistics support for Army Key Management Systems
- Contract Type: Cost Plus Fixed Fee (CPFF) Task Order: Rapid Response (R2-3G) contract
- Number of Years: 1-Year Base, Plus 1 or 2 Option Years
- Estimated Value: \$17- \$20 million
- Estimated RFP Date: December 2012
- Estimated Award Date: March 2013
- ACC POC: Jason Ucci / (443) 861-4925
- Considering Small Business Set-Aside?: No



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Project Manager Warfighter Information Network-Tactical (PM WIN-T)

Warfighter Information Network-Tactical (WIN-T) Increment 1 Performance-Based Logistics Supply Effort

- Brief Description: WIN-T Increment 1 is a state-of-the-art Commercial-Off-the-Shelf (COTS)/Government-Off-the-Shelf (GOTS) communications network that enables the exchange of voice, video and data throughout the tactical Army unit and into the sustaining base. The Product Manager Increment 1 (PdM Increment 1), and the Communications-Electronics Command (CECOM) Logistics Readiness Center (LRC) have a requirement to provide sustainment support for all previously acquired WIN-T Increment 1 systems equipment and network management tools.
- Contract Type: Firm-Fixed Price IDIQ
- Number of Years: Five-Year Base Only
- Estimated Value: \$70- \$100 Million
- RFI Number: W15P7T-13-R-0001
- Estimated RFP Date: 2nd Qtr, FY 2013
- Estimated Award Date: 4th Qtr, FY 2013
- ACC POC: JoAnn Mazza / (443) 655-1363
- Considering Small Business Set-Aside?: No



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Project Manager Joint Tactical Networks

Mobile Objective User System (MOUS) Software In-Service Support

- Brief Description: Post-production software sustainment. Provides for technical support, maintenance, upgrades and enhancements for the MUOS waveform.
- Contract Type: Cost Plus Fixed Fee (CPFF) / Cost Plus Incentive Fee (CPIF) Indefinite Delivery/Indefinite Quantity, single award
- Number of Years: 1-year base, plus 4 option years
- Estimated Value: \$90 - \$100 Million
- RFP Number: N00039-13-R-0004
- Estimated Request for Proposal Date: February 2013
- Estimated Award Date: 1st Qtr, FY 2014
- Space and Naval Warfare Systems Command (SPAWAR) 2.0 Contracting POC: Jennifer Tsui / (619) 524-5620
- Considering Small Business Set-Aside?: No

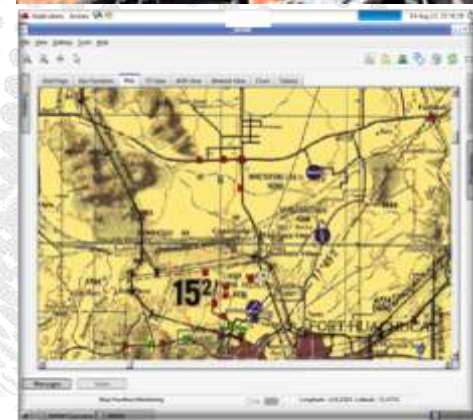


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Project Manager Joint Tactical Networks

Joint Tactical Radio System Enterprise Network Manager (JENM)

- Brief Description: Post-production software sustainment. Provides for technical support, maintenance, upgrades and enhancements for the JENM.
- Contract Type: Cost Plus Fixed Fee (CPFF) / Cost Plus Incentive Fee (CPIF) / Indefinite Delivery/Indefinite Quantity, multiple award
- Number of Years: 1-year base, plus 4 option years
- Estimated Value: \$90- \$100 Million
- RFP Number: N66001-13-R-0003
- Estimated Request for Proposal Date: February 2013
- Estimated Award Date: 1st Qtr, FY2014
- Space and Naval Warfare Systems Command (SPAWAR) PAC 2.0 Contracting POC: Patrick Donnelly / (619) 553-7515
- Considering Small Business Set-Aside?: No



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Project Manager Tactical Radios (PM TR)

Manpack Full Rate Production

- Brief Description: Full rate Production of Manpack Radios
- Contract Type: Firm-Fixed Price
- Number of Years: 1-Year Base Plus 4 Year Options
- Estimated Value: \$600 - \$675 Million
- RFP Number: TBD
- Estimated RFP date: 2nd Qtr, FY 2013
- Estimated Award Date: 2nd Qtr, FY 2014
- ACC POC: David Hackett / (443) 861-5055
- Considering Small Business Set-Aside?: TBD



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Project Manager Joint Battle Command-Platform (PM JBC-P)

Global Services Capability Sets 13-14, 15-16 and 17-18

- Brief Description: Product support and product distribution services in support of the Army's transformation into the Capability Set construct with the design, development, test, integration and fielding of an inherently networked capability.
- Contract Type: Cost Plus Fixed Fee (CPFF), Indefinite Delivery / Indefinite Quantity
- Number of Years: 5-Year Base
- Estimated Value: \$500 - \$525 Million
- Estimated RFP Date: 2nd Qtr, FY 2013
- Estimated Award Date: 1st Qtr, FY 2014
- ACC POC: Alex Garcia / (443) 395-4932
- Considering Small Business Set-Aside?: No



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PM TR / PdM Airborne and Maritime/Fixed Station (AMF)

Small Airborne Link 16 Terminal (SALT)

Brief Description: SALT is a Non-developmental Item (NDI) that will provide Link 16 and Soldier Radio Waveform (SRW) capability to the Army Apache platform.

- Contract Type: Firm Fixed Price
- Number of Years: 1-Year Base, Plus 4 Option Years
- Estimated Value : \$50 – \$70 Million
- Estimated RFP Date: 4th Qtr, FY 2013
- Estimated Award Date: 4th Qtr, FY 2014
- ACC POC: Rachel Bogner / (443) 861-5013
- Considering Small Business Set-Aside?: No

Small Airborne Networking Radio (SANR)

Brief Description: SANR is a modified NDI, two-channel, networking radio with NSA Type 1 certified SINCGARS, SRW and WNW for Army aviation platforms.

- Contract Type: Firm Fixed Price
- Number of Years: 1-Year Base, Plus 4 Option Years
- Estimated Value: \$900 – \$920 Million
- Estimated RFP Date: 4th Qtr, FY 2013
- Estimated Award Date: 4th Qtr, FY 2014
- ACC POC: Don Morgan / (443) 861-4909
- Considering Small Business Set-Aside?: No



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Project Manager Warfighter Information Network-Tactical (PM WIN-T) Integrated Logistics Support Systems, Systems Engineering and Technical Assistance (SETA) Services

- Brief Description: Integrated Logistics Support and Systems Engineering Support to all PM WIN-T Programs Systems/Equipment; includes Fielding, Training, Maintenance and Program Planning. Considering using General Service Administration's Logistics Worldwide (LOGWORLD) – Schedule 874 V
- Incumbent is ESP
- Contract Type: Hybrid (Cost Plus Fixed Fee and Firm Fixed Price)
- Number of Years: 3-Year Base Plus Two 1-Year Options
- Estimated Value: \$70 - \$80 Million
- RFP Number: TBD
- Estimated RFP Date: 4th Qtr, FY 2013
- Estimated Award Date: 1st Qtr, FY 2014
- Technical POC: John Westgate / (443) 395-7048
- Contracting POC: TBD
- Considering Small Business Set-Aside?: TBD



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Project Manager Warfighter Information Network-Tactical (PM WIN-T) Integrated Programmatic Support, Systems Engineering and Technical Assistance (SETA) Services

- Brief Description: Programmatic Support to All PM WIN-T Programs Systems/ Equipment ; includes Program and Business Management, Engineering, and Administrative Support. Considering using the General Service Administration's Alliant Small Business Government-Wide Acquisition Contract
- Incumbent is Janus Research Group
- Contract Type: Hybrid (Cost Plus Fixed Fee and Firm Fixed Price)
- Number of Years: 3-Year Base Plus Two 1-Year Options
- Estimated Value: \$90 - \$100 Million
- RFP Number: TBD
- Estimated RFP Date: 4th Qtr, FY 2013
- Estimated Award Date: 1st Qtr, FY 2014
- Technical POC: John Westgate / (443) 395-7048
- ACC POC (Name/Phone): TBD
- Considering Small Business Set-Aside?: TBD



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Opportunities for Industry Fiscal Year 2014 and Beyond

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Project Manager Mission Command (PM MC)

PM MC Consolidated Field Support Representatives; Systems Engineering and Technical Assistance (SETA)

- Brief Description: To provide Field Service Support for all fielded Mission Command systems, e.g., AFATDS, CPOF, etc.
- Contract Type: Cost Plus Fixed Fee. IDIQ, Single Award
- Number of Years: 3-Year Base Plus 6-Month Option
- Estimated Value: \$200 - \$230 Million
- RFP Number: TBD
- Estimated RFP Date: 2nd Qtr, FY 2014
- Estimated Award Date: 4th Qtr, FY 2014
- ACC POC: John Favara / (443) 861-4964
- Considering Small Business Set-Aside?: Yes



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HQ, PEO C3T

Systems Engineering and Technical Assistance (SETA) Support

- Brief Description: Program Management, Engineering, Analysis, Systems Architecture, Security, Logistics, and Technology Integration Support Services
- Contract Type: Cost Plus Fixed Fee (CPFF)
- Number of Years: 1-Year Base Plus 2 Option Years
- Estimated Value: \$75 - \$90 Million
- RFP Number: TBD
- Estimated RFP Date: 2nd Qtr, FY 2014
- Estimated Award Date: 4th Qtr, FY 2014
- ACC POC: Rachel Rieger / (618) 229-9257
- Considering Small Business Set-Aside?: No



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Project Manager Mission Command (PM MC)

Advanced Field Artillery Tactical Data Systems (AFATDS) Inc II

- Brief Description: Development and Fielding of the next generation of AFATDS (v6.9 and 7.0)
- Materiel Development Decision (MDD): Planned for 2nd Qtr FY 2013
- Contract Type: To be determined post MDD
- Number of Years : 3-Year Base Plus Two 1-Year Options
- Estimated Value: \$120 - \$130 Million
- RFP Number: TBD
- Estimated RFP Date: 4th Qtr, FY 2014
- Estimated Award Date: 3rd Qtr, FY 2015
- ACC POC: TBD
- Considering Small Business Set-Aside?: TBD



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Project Manager Warfighter Information Network-Tactical (PM WIN-T) PM WIN-T Systems Engineering and Technical Assistance (SETA) Services

- Brief Description: System Engineering services in support of PM WIN-T Programs Systems/Equipment; Includes Engineering Analysis, Test and Evaluation, Quality Assurance, Modeling and Simulation.
- Incumbent is Booz Allen Hamilton
- Contract Type: Hybrid (Cost Plus Fixed Fee and Firm Fixed Price)
- Number of Years: 3-Year Base Plus Two 1-Year Options
- Estimated Value: \$30 - \$50 Million
- RFP Number: TBD
- Estimated RFP Date: 2nd Qtr, FY 2015
- Estimated Award Date: 3rd Qtr, FY 2015
- Technical POC: John Westgate / (443) 395-7048
- ACC POC: TBD
- Considering Small Business Set-Aside?: TBD



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Project Manager, Joint Tactical Networks

Follow-On Software In-Service Support (SwISS)

- Brief Description: Provide follow-on post-production software sustainment; technical support, upgrades, enhancements and maintenance for legacy waveforms and networking waveforms (Soldier Radio Waveform and Wideband Networking Waveform). Post-production software sustainment for the Mobile Objective User System networking waveform and the Joint Tactical Radio System Enterprise Network Manager (JENM) may be added in future planning, with an estimated value of \$200M.
- Contract Type: Cost Plus Fixed Fee (CPFF) / Cost Plus Incentive Fee (CPIF) / Fixed Price Incentive Fee (FPIF) / Firm Fixed Price (FFP)
Indefinite Delivery/Indefinite Quantity, multiple award
- Number of Years: 5-year base, no options
- Estimated Value: \$400 - \$500 Million
- RFP Number: TBD
- Estimated Request for Proposal Date: 2nd Qtr, FY 2015
- Estimated Award Date: 2nd Qtr, FY 2016
- Space and Naval Warfare Systems Command (SPAWAR) PAC 2.0
Contracting POC: Diane Thornewell / (619) 524 - 6378
- Considering Small Business Set-Aside?: No



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Project Director Communications Security (PD COMSEC)

Key Management (KM) Simple Key Loader Production and Repair

- Brief Description: Production of Simple Key Loader (SKL), its spares and depot repairs of out of warranty items and engineering support services.
- Contract Type: Cost Plus Fixed Fee (CPFF) IDIQ
- Number of Years: 1-Year Base and Four 1-Year Options
- Estimated Value: \$100 - \$125 Million
- RFP Number: TBD
- Estimated RFP Date: TBD
- Estimated Award Date: FY 2017
- Technical POC: Kevin J. Walsh / (443) 395-2634
- ACC POC: TBD
- Considering Small Business Set-Aside?: TBD



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TEAMING FOR TOMORROW



**WELCOME TO THE 1ST ANNUAL
JOINT TEAM APG**

**ADVANCED PLANNING BRIEFING
FOR
INDUSTRY (APBI)**

4-6 DECEMBER 2012



CONTRACTING OPPORTUNITIES

Presented by Mr. Michael E. Madden Director
– Contract Planning

PEO IEW&S

4 December 2012



UNDERSTAND the Battlefield

Enable Decisive Action

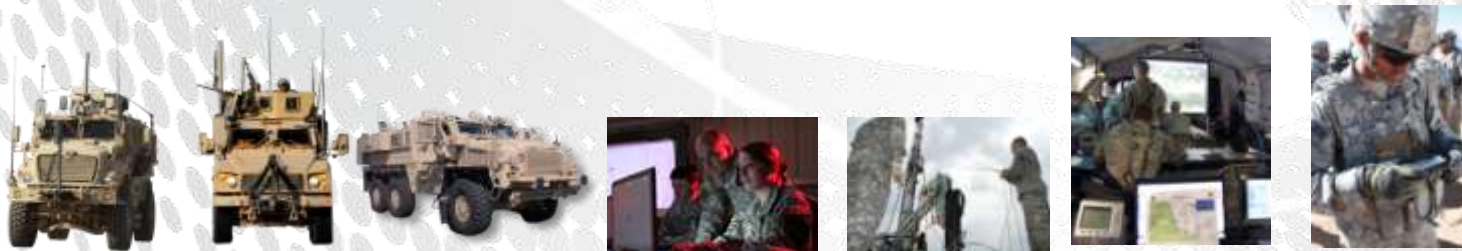


Mission:

Provide affordable, world class Sensor and Electronic Warfare capabilities enabling rapid situational understanding and decisive action.

Vision:







A team of dedicated professionals driving innovation and exceptional value in understanding and shaping the Battlespace.



intelligence + electronic warfare + sensors = situational understanding

PEO IEW&S Organization



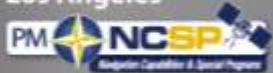
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|---|---|--|---|--|--|--|
| (A)PEO IEW&S Stephen Kreider | (A)DPEO IEW&S Dr. Richard Wittstruck | CFO Dina Hirsch | Acting Director SOSE Richard Audette | Chief of Operations Kent Gibson | Contracts/Planning Michael Madden | Lifecycle Sustainment James Maziarz |
|  | PM Airborne Reconnaissance and Exploitation Systems | | | | | |
| COL Keith Hirschman DPM: Chris Keller | MARSS Product Manager LTC Dean Hoffman | AISR Product Director Mark O'Neill | ODI Product Manager LTC Khoi Nguyen | TSP Product Director Eugene Lehman | <ul style="list-style-type: none">Airborne Intelligence Surveillance & ReconnaissanceSignals/Image Intelligence Collection | |
|  | PM Aircraft Survivability Equipment | | | | | |
| COL John Leaphart DPM: Ray Pietruszka | Counter Measures Product Manager LTC Christopher Brown | Sensors Product Manager LTC Scott Beall | <ul style="list-style-type: none">IRCMAircraft Survivability | | | <ul style="list-style-type: none">RFCMLCM |
|  | PM Distributed Common Ground System - Army | | | | | |
| COL Charles Wells DPM: James Childress | DCGS-A Software Development Deputy Product Manager Steve Morton | DCGS-A Software Integration Product Manager LTC Charles Asowata | CHARCS Product Director Peter Janker | MFLTS Product Director Michael Beaulieu | <ul style="list-style-type: none">Sensor ManagementData VisualizationIntel DisseminationCHARCSMFLTS | |
|  | PM Electronic Warfare | | | | | |
| PM: COL Dupont DPM: Michael Ryan | CREW Product Manager LTC Kent Snyder | Information Warfare Product Manager LTC Marty Hagenston | Prophet Product Manager LTC James Slater | Raven Fire Product Director LTC Douglas Burbey | <ul style="list-style-type: none">CREWIWPROPHETTactical Data Terminals SpaceEW SupportEW Counter MeasuresInfo WarfareForce Protection | |
|  | PM Navigation Capabilities and Special Programs | | | | | |
| COL Chris Davis DPM: Allen Sova DPM: Anthony Papp | MaTIC Product Manager LTC Michael Parodi | PNT Product Director Robert Innocenti | CTIS Product Director Robert Knowles | TENCAP Product Director LTC Michael Kovacs | <ul style="list-style-type: none">GPSCombat IDPrecision LocationMET AccuracyNavigation WarfareCTISPd TENCAP | |
|  | Night Vision/ Reconnaissance, Surveillance, and Target Acquisition | | | | | |
| COL Ed Stawowczyk DPM: Raef Schmidt | Ground Sensors Product Manager LTC Shane Sullivan | Integrated Tactical Systems Product Manager LTC John Calhoun | RUS Product Manager LTC Robert Helms | <ul style="list-style-type: none">Battle Damage AssessmentMeasurement & Signature Intel | | |

APG – WHERE INNOVATION AND IMAGION PROTECT, ENABLE AND SUSTAIN OUR NATION'S WARFIGHTER TODAY AND TOMORROW

PEO IEW&S Locations



Los Angeles



PM NCSP

Huntsville &
Surrounding AL Area

PM ASE



Fort Belvoir
& Surrounding VA Area



PM NV/RSTA

PM DCGS-A
PM NCSP
PM NV/RSTA

APG & Surrounding MD Area

PEO IEW&S HQ
PM DCGS-A
PM ARES
PM EW
PM NCSP
PM NV/RSTA

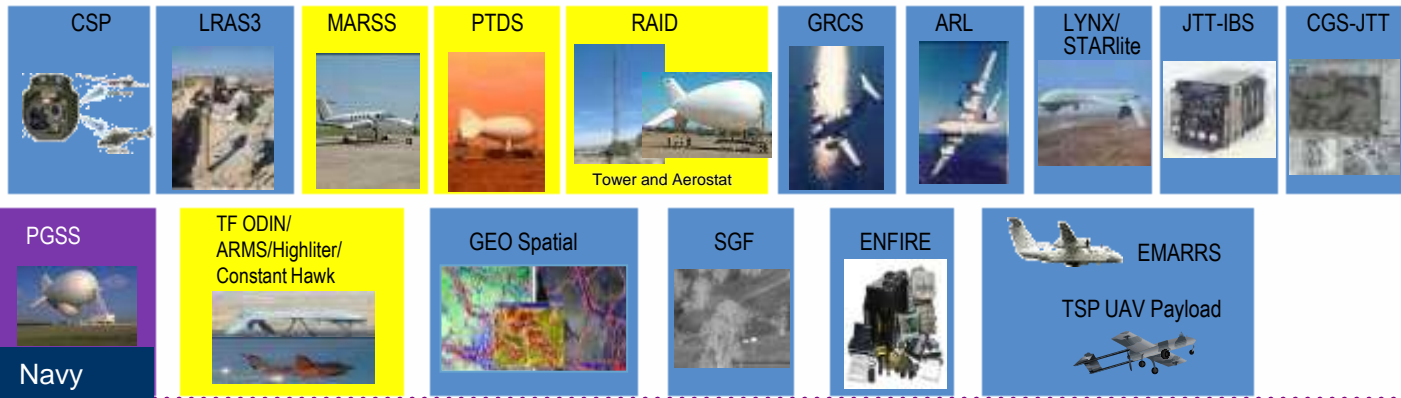


PM NV/RSTA

Mission Area Capabilities

RSTA

Wide Area Surveillance,
NAI/TAI Surveillance, Local
Surveillance
Air Defense, Airborne Sensor
Hidden Object Detection/
MOUT
Enemy Communication
Detection
Terrain Mapping
UAV Payloads
Own the Night Technology
Tactical Responsiveness
Sensor Availability



Force Protection

HUMINT
Platform Active Protection Support
Local Security
Enemy Sensors Detection
Enemy Firing Detection
Method of Attack/Survivability



Situational Awareness

Battlefield Radar
Unattended Ground Sensors
Robotic and Unmanned Sensors
Ground Based SIGINT
HUMINT Collection



DCGS-A



Integrates
RSTA/FP/SA

PSDS2/
SGS



C5ISR



= PORs
Program of Record

= QRCs
Quick Reaction Capabilities

= Joint
Joint Capabilities Integrated

JPM Guardian

Summary



Increased
Decision
Superiority thru
Enhanced
Understanding

Tactical Eyes and Ears for the Warfighter

- Fielding *World Class Intelligence, Electronic Warfare, Force Protection Capabilities* to stay in front of a exceedingly agile threat
- Developing highly modular, scalable, and flexible sensing, processing, exploitation and enabling capabilities using a System of System approach to harness emerging technology
- Enhancing architectures to enable greater access to sensor data for dynamic correlation – fusion to achieve unparalleled situation understanding for Mission Command decisions and actions

Understand the Battlefield – Enable Decisive Action

APG – WHERE INNOVATION AND IMAGION PROTECT, ENABLE AND SUSTAIN OUR NATION'S WARFIGHTER TODAY AND TOMORROW



PM EW CONTRACTING OPPORTUNITIES

Presented by
PEO IEW&S
4 December 2012

Electronic Warfare Planning & Management Tool(EWPMT)



- Suite of software tools and applications that enhance the Electronic Warfare Element's ability to coordinate and synchronize EW throughout the operations process



OPPORTUNITIES



TITLE: ELECTRONIC WARFARE
PLANNING AND MANAGEMENT TOOL (EWPMT)

CONTRACT TYPE: CPFF/FFP/FPIF/.

ESTIMATED VALUE: \$97M

KEY MILESTONES:

- ISSUE RFP: 2Q FY13
- FORECAST AWARD: 3Q FY13

CONTRACTING CONTACT: Pat Morse 443.861.4846

SOLICITATION #: TBD



The forecast data is for planning purposes, does not represent a pre-solicitation synopsis, does not constitute an invitation for bid or request for proposal, and is not a commitment by the government to purchase the desired products and services.



PM ARES CONTRACTING OPPORTUNITIES

GUARDRAIL



- Integrate and Test Full Motion Video Capability on GUARDRAIL RC-12X Aircraft



OPPORTUNITIES



TITLE: Full Motion Video on GUARDRAIL RC-12X Aircraft

CONTRACT TYPE: CPFF

ESTIMATED VALUE: \$24.0M

KEY MILESTONES:

- Issue RFP: 4Q FY13
- Forecast Award: 2Q FY14

CONTRACTING CONTACT: TBD

SOLICITATION #: TBD



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Contractor Logistics Support



- Contractor Logistics Support (CLS) for Prime Mission Equipment (PME) on Airborne Reconnaissance Low-Multifunction (ARL-M)



OPPORTUNITIES



TITLE: Contractor Logistics Support (CLS) for Prime Mission Equipment (PME) on Airborne Reconnaissance Low-Multifunction (ARL-M)



CONTRACT TYPE: Contemplated Hybrid Including CPFF/FFP/FPIF Elements

ESTIMATED VALUE: \$70M

KEY MILESTONES:

- Issue RFP: 2Q, FY13
- Forecast Award: 3Q, FY13

CONTRACTING CONTACT: Contract Specialist, Ercilia Del Orbe; (443) 861-5361

SOLICITATION #: TBD

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Contractor Logistics Support



- Continuation of Operations and Sustainment, Training, and PED for PdD AISR



OPPORTUNITIES



TITLE: Saturn Arch, Radiant Falcon, Desert Owl O&S

CONTRACT TYPE: Cost Plus Fixed Fee

ESTIMATED VALUE: \$282M

KEY MILESTONES:

- Issue RFP: 2Q FY13
- Forecast Award: 3Q FY13

CONTRACTING CONTACT: Bryan McGann, KO; 443-861-4830

SOLICITATION #: 3G-0624

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Contractor Logistics Support



- Continuation of Operations and Sustainment, Training, and PED for PdD ODI



OPPORTUNITIES



TITLE: Multi-Mission, Multi-INT – Manned Aerial ISR (M3-MAISR)

CONTRACTTYPE: CPFF/CPIF/Cost Reimbursement

ESTIMATED VALUE: \$877.7M

KEY MILESTONES:

- Issue RFP: 2Q FY13
- Forecast Award: 3Q FY13

CONTRACTING CONTACT: TBD

SOLICITATION #: TBD (R23G Task Order)



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PM ASE CONTRACTING OPPORTUNITIES

PMO Program Support



- Obtain, coordinate, and review cost analysis documentation
- Provide input, advice, and recommendations for documentation
- Prepare draft documentation for milestone reviews
- Provide input, advice, and recommendations to Program Office reviews
- Provide recommendations that define the resources required
- Gather relevant program and schedule data
- Provide input to the PMO in tracking the status of program documents and events



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OPPORTUNITIES



TITLE: PROGRAMATIC SPT (AMCOM EXPRESS)

CONTRACT TYPE: BPA

ESTIMATED VALUE: \$40,000,000

KEY MILESTONES:

- - ISSUE RFP: 3Q FY13
- - FORECAST AWARD: 1Q FY14



CONTRACTING CONTACT: SHERRY MILLER (ACC-REDSTONE), 256-842-0736

SOLICITATION #: TBD

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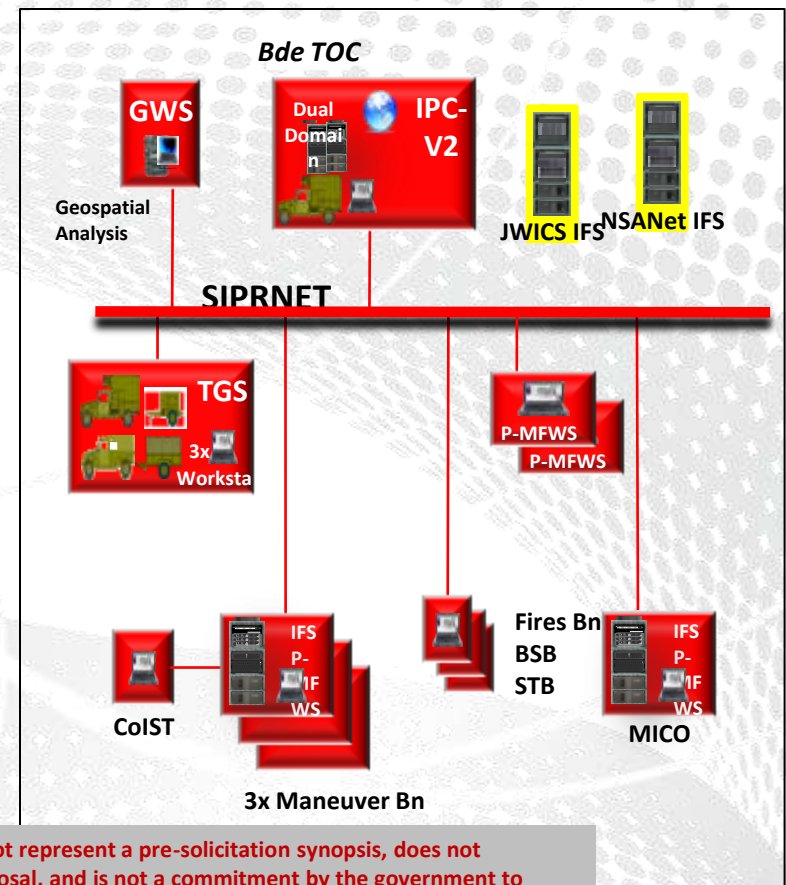
Presented by
PM DCGS-A
4 December 2012

DCGS-A Increment 1, Release 4

Systems Integration



- SINGLE PRIME VENDOR RESPONSIBLE FOR:
- SYSTEMS INTEGRATION, SYSTEM REFRESH AND FIELDING OF LATEST DCGS-A CAPABILITIES ACROSS ALL ECHELONS WITHIN THE ARMY (FIXED SITES, OGS, IPC V1/2/3, TGS, IFS, F/P-MFWS)
- PRODUCING AND PREPARING SYSTEMS FOR FUNCTIONAL, DEVELOPMENTAL AND OPERATIONAL TESTING
- DELIVERING DOCUMENTATION NECESSARY TO SUPPORT LATEST CAPABILITIES
- PoP: FY15 through FY18



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OPPORTUNITIES



TITLE: DCGS-A INCREMENT 1, RELEASE 4 SYSTEMS INTEGRATION

CONTRACT TYPE: CPIF/FPIF

ESTIMATED VALUE: \$200 M

KEY MILESTONES:

- - ISSUE RFP: 2Q FY14
- - FORECAST AWARD: 1Q FY15

CONTRACTING CONTACT: TBD

SOLICITATION #: TBD

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QUESTIONS?

CONTACT: Mr. Michael E. Madden, Director – Contract Planning
(443) 861-7779 or michael.e.madden16.civ@mail.mil

TEAMING FOR TOMORROW



**WELCOME TO THE 1st ANNUAL JOINT
TEAM APG**

**ADVANCED PLANNING BRIEFING
FOR
INDUSTRY (APBI)**

4-6 DECEMBER 2012